Drug & Cosmetic INDUSTRY

SEPTEMBER, 1948

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TUBES

Here's another outstanding example of New England TUBES. It's significant that the leading manufacturer of cosmetics for glamorous eyes specifies these finer Collapsible Tubes. For, they are as popular with the consumer as they are with the manufacturer. Consumers prefer these ideal containers because they are easy to carry and keep . . no danger of messy breakage or spilling; handy to pack in travelling bag or hand bag. And the manufacturer likes their light weight which brings economies in shipping . . their sturdiness which minimizes returned goods losses. When you buy Tubes, be sure to *specify New England (Sheffield Process) Collapsible Tubes.* You'll prefer their pliable extra strength, their fine uniform quality, and the craftsmanship which assures outstanding tube decoration. Ask our nearest office today for prices, samples, suggestions. No obligation, of course.

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Guess Which!

KEEPING POSTED

Fair Trade and War Surplus

FAIR trade law protection of prices extends to the resale of war surplus trade-marked commodities purchased from the War Assets Administration, according to a decision by Judge Thomas M. Foley of the California Superior Court. The decision was handed down in an action brought against a retailer in the sale of Dr. Lyon's Tooth Powder. The judge stated that decisions of the U. S. Supreme Court and the California Supreme Court "have made it clear that the rights afforded by the statute relate not so much to the sales of commodities *per se* as to the protection of the good will symbolized by trade-marks, brands and names. In other words, rather than sanctioning the fixing of prices on commodities as such, the statute affords protection against injury to the value of trade-marks, brands or names identifying commodities."

In his decision, Judge Foley stated that the product in question was packaged differently from the current product in that there was no outer carton, color of the can was a lighter shade of blue, the cap was different in color, and lettering was different. However, the trade-mark was the same on both packages.

He stated that the defendant argued that "war surplus goods have acquired a distinct and separate character in the public mind, namely, as depreciated in value and sold only at less than regular prices." The defendant also urged upon the court that the Federal Surplus Property Act of 1944, as amended, as well as several California statutes "recognized the separation, and distinct character and classification of war surplus merchandise." He argued that application of the Fair Trade Act rights to war surplus tooth powder would frustate savings to consumers intended by the Federal act. However, the judge answered these arguments by stating, "On the issue here, none of these contentions is sound."

The Judge went on to point out ways in which the defendant attempted "to capitalize upon the good will symbolized by plaintiff's trade-mark in connection with sales at less than fair trade prices." The goods were advertised as "guaranteed to be in manufacturer's original packages and in 100 per cent perfect condition," that, the goods were "in original factory cartons," and that they represented "sensational values" at the price offered, which was 29 cents instead of the fair trade minimum of 39 cents for the 50 cent size.

Dunn Heads New Bar Section

CHARLES Wesley Dunn has taken on another major assignment. The New York State Bar Association has authorized creation of a new section on anti-trust law, and Mr. Dunn is appointed chairman of this section. It will be recalled that Mr. Dunn was largely instrumental in the formation of the Section on Food, Drug, and Cosmetic Law of the New York State Bar Association a few years back. He was chairman of this section when it was formed and still retains this position. This is in addition to his activities as general counsel of the American Pharmaceutical Manufacturers Association, general counsel of the Grocery Manufacturers of America, and his extensive private practice.

Penamilin And Penilin

OPPOSITION by the Schering Corporation to the trade-mark Penilin for tablets for "alleviation of stomach distress symptoms due to excess acids" was upheld by the Patent Office. Schering owns the trade-mark Penamilin which is used for a bacterial antiseptic and germacide. Penilin, Inc., Philadelphia appealed from a decision by the Examiner of Trade-Mark Interferences, arguing that the goods on which the marks were used were different and do not have the same descriptive properties. However, the decision stated that the products "belong to the same general class of merchandise, namely, pharmaceutical preparations, and are generally so regarded by the purchasing public." The decision also stated, "The two marks appear to me to be much too close both in appearance and sound to avoid the likelihood of confusion in the mind of the purchasing public."

Dargavel and Larger Discounts

JOHN Dargavel, executive secretary of the N. A. R. D., lashed out at manufacturers in this industry early this month because the manufacturers are not granting greater margins of profit to drug retailers in this inflationary period. Speaking of "unavoidable overhead expenses (which) continue to increase despite everything that can be done to reduce them," he says that "the spokesmen for the manufacturers have the intestinal audacity to discourse on the velocity of turnover to make a case for the discounts which are out of line with the costs of the retailer. They must think you druggists are morons."

Chemical Sales at Record

SALES of the chemical industry during the first half of 1948 reached an all-time peak of $4.5 billion, some twenty per cent above sales for the first half of 1947, according to a survey reported to the American Chemical Society late last month by Dr. Robert S. Aries, professor of chemical engineering in Brooklyn Polytechnic Institute. Although part of the gain reflects the continued rise in prices, much of it was due to an enormous increase in output made possible by the largest program of plant expansion conducted by any industry during 1947-1948, according to Dr. Aries. Last year the industry spent $1.5 billion on new factories and equipment, and it plans to spend another $1.2 billion this year, said Dr. Aries, who compared the 1947 figure with totals of only $250 million for textiles, $800 million for metals, and $609 million for automobiles.

Percentage of return of the chemical industry in 1947 was 19 per cent, compared with 17 per cent for all industry, said Dr. Aries, while the percentage return per sales dollar was about 10 per cent, compared with about 7 per cent for all industries. Of fifty leading companies, fifteen made a profit of between 1 and 5 per cent on the sales dollar, fourteen made between 5 and 10 per cent, thirteen between 10 and 15 per cent, 5 between 15 and 20 per cent, and two over 20 per cent.

F.T.C. Is Prophylactic

THE reason why the Federal Commission brings charges against manufacturers for advertisements which have been discontinued, is explained in the following statement taken from a dissent by Commissioner Lowell B. Mason:

"Many (of the public) believe, 1) that someone must actually be deceived and suffer thereby before the Federal Trade Commission may prohibit a challenged ad, and 2) that the discontinuance of a misleading ad is a bar to prosecution.

"Neither is true. The Commission may anticipate an injury to the public before it becomes an actuality. The Commission can also prognosticate a future injury and protect against a recurrence if it finds former ads were bad, and that 'a proceeding by it in respect thereof would be to the interest of the public,' even though present ads are innocuous.

"No one need actually be deceived, nor is discontinuance of a bad ad a bar to prosecution. Then why is this misconception of the law so commonly abroad and why does it continue?

"To my mind, the persistence of these misunderstandings has some valid basis in both morals and common sense.

"Most business men know in a general way that the Federal Trade Commission is supposed to stop unfair practices in commerce. It is difficult for them to understand why the Federal Trade Commission should concern itself with ordering a person to stop doing something he is not doing or, to put it frankly, if a defendant has already given up a practice that the Commission has challenged, how can the Federal Trade Commission stop it again?

"There is some sense to this because the Commission exists to prevent unfair practices in commerce. Under the statute, we have no punitive function. We do not penalize someone for a wrongful act. We are prophylactic and preventive in our authority."

World Trade in Veterinary Products

A NEW series on world trade in Veterinary Medicinals and Biologicals has been introduced by the Chemical and Health Products Branch of the Department of Commerce, according to Associate Chief Thomas W. Delahanty. This series will inform readers of the production, distribution, consumption, and outlook for these products in various countries of the world. The first three of the series cover Argentina, Costa Rica, and the Dominican Republic. People interested in receiving these reports should place a subscription—$1.50 per year—with the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. Applications should be made for World Trade in Commodities—Drugs and Toiletries, Vol. 6, Part 3 starting with No. 22.

Restricted Drug Sampling

CALIFORNIA, through its State Board of Pharmacy, is seeking to control the free distribution of restricted or hypnotic drugs. The Board states simply that since no provisions are made under the laws for distribution of samples, such practice should be immediately discontinued. However, there is said to be the possibility of a more definite ruling on the practice of distribution of samples by detail men. There is a likelihood of restricting distribution of samples to delivery by mail, following requests by physicians. Also a plan might be evolved requiring manufacturers or distributors to keep accurate records of all samples released to salesmen and detail men, these representatives to keep records of all physicians to whom samples are given.

Synthetic Glycerin Coming Soon

SYNTHETIC glycerin is expected to start coming from the $8 million plant of the Shell Chemical Corp. early this fall. Raw materials needed are salt, water, and petroleum. Alleviation of the present tight situation which is maintaining prices at around 40 cents per pound, is anticipated when synthetic production gets sufficiently under way. Continuation and further development of wartime uses of glycerin, especially in the paint field, are responsible for the greatly increased demand.

A "New" Product 14 Years Old

LATE last month we received from a pharmaceutical manufacturer an announcement of "a new preparation, reported to be of unusual value in alleviating the discomforts attending the common cold." The active ingredients of the preparation were given as equal parts of codeine sulfate and papaverine hydrochloride.

Immediately in our minds a bell was struck and we tried to remember how many years ago we first heard of such a preparation being "new." We consulted our files and found that it was in February 1934 that we published an article discussing this sudden rise to fame of the very minor opium derivative, papaverine. Narcotic manufacturers were trying to solve the problem of obtaining sufficient supplies of this alkaloid, as only a very small percentage is present in opium. It was finally agreed that the necessary supplies would have to be obtained through synthesis. Such a step was hardly necessary because the product never gained any prominence and was never heard of from that time on.

The product which caused all the furor in 1934 was Copavin (containing equal parts of codeine and papaverine hydrochloride), produced by Eli Lilly & Co., who were licensees under a patent application based by work done by Dr. Harold S. Diehl of the University of Minnesota. It was stated at the time that Copavin was a seventy-five per cent cure for the common cold. The latest preparation—"new" to the present producer—is not offered as a cure for the common cold, but for inducing "a prompt decrease, and in some cases, a complete disappearance of the nasal discharge and congestion, without the unpleasant dryness that usually occurs when atropine is used for this purpose."

Basing Point And Competition

ACCORDING to the Federal Trade Commission, elimination of basing points will increase competition between manufacturers and thereby reduce prices. The Commission was told by any number of people that the reverse would be true due to the fact that many plants, located alone in certain consuming areas, would have monopolies in their territories and would be able to advance prices by an amount slightly under the freight rates from the nearest competitive plant. We wonder how the Commission feels about the fact that Henry J. Kaiser's Fontana Steel company has upped the price of steel by $30 a ton.

Home Shampoo Demonstrations

STUDIO Girl Shampoo, which has 250 demonstrators working door-to-door in 30 Western states, plans to cover the entire country by 1951. The force has increased from 6 to 250 in two years. They give free demonstrations to housewives. They do not sell directly but take orders which are delivered from the factory.

Remember The FTC Cosmetic Conference?

WE NOTE that the Federal Trade Commission held a Fair Trade Practice Conference in New York September 9 for the floor wax industry. The conference was presided over by Commissioner Robert E. Freer.

This causes us to recall that a year ago last May a similar conference, also presided over by Commissioner Freer, was held for manufacturers of cosmetics. Some six months prior to that conference we were told that it was coming and we were urged to publish this news with such details as were available. The scheme, originated by Commissioner Lowell B. Mason—who had President Truman's ear and was able to obtain money from Congress for this venture—was believed to have been undertaken by the Commission because of the strong sentiment behind the Reece Bill would greatly weaken the powers of the Commission.

The plan as outlined called for a conference as the first step. Then some sixty days later the Commission would issue a draft of proposed rules. These proposed rules would be distributed to all interested parties for study; then some sixty days following this, a hearing on the proposed rules would be held. Following this hearing, the Commission would promulgate a final set of rules which would have the force of law.

The cosmetic manufacturers spent two solid days at the initial conference a year ago last May. Since that time we keep hearing reports that proposed rules are to be issued by the Commission shortly, but thus far absolutely nothing has happened. We wonder if the cosmetic industry is too much for the Commission. Perhaps the Commission was completely confused and befuddled by the testimony given at the hearing, or perhaps this is the natural state of the Commission.

Coal Tar F.O.B. Pricing Affects Industry

AS THE result of the steel industry switching from a basing point policy to an f.o.b. policy, the chemicals which the steel industry supplies are now being sold on an f. o. b. basis. This means that benzol, toluol, xylol, and other products of by-product coke ovens will all be sold f. o. b. the point of production. This will result in higher or lower costs to manufacturers who use these products as raw materials for products used by drug, cosmetic, essential oil, and other houses in this industry.

Increased Illegal Narcotic Supply

MARKET prices for illegal narcotics have dropped sharply, reflecting more plentiful supplies. Heorin, which sold as high $2,000 an ounce in 1947, is now down to about $500 an ounce. A six-ounce tin of smoking opium, which cost $1,000 a year ago, is now quoted at $300 on the Mexican border and at $500 to $600 delivered in New York. Mexico is said to have replaced the Orient as the chief source of these materials, and the use of airplanes, jeeps, and other modern methods of swift elusive transportation are responsible for the sharp increase in supplies.

Blue Cross Total Up

THE Blue Cross hospital service plans added 964,926 new members during the second quarter of 1948, bringing the total membership up to 31,210,819. New York led in this increase with 131,286 new members; Michigan was second with 68,312; and Connecticut third with 62,868. Rhode Island is highest on a percentage basis with 68 per cent of its population enrolled. The United States (including Puerto Rico) accounts for 29,016,080 participants, with 2,194,739 in Canada.

Health Facilities

AT THE rate new hospitals are being constructed now it will be 1986 before even the 1946 needs have been met, Federal Security Administrator Oscar R. Ewing said September 2, in a report to President Truman on the National Health Assembly held last May. Mr. Ewing estimates that by 1960, state and local governments should be spending $1,795,000,000 on public health, and the Federal government $2,313,000,000 which is approximately twice the present Federal government outlay. Mr. Ewing proposes that Federal subsidies be used to step up the supply of health personnel and facilities because medical schools today "are crippled by lack of finances," public funds being the only source of income sufficient to expand the schools to the degree necessary to meet requirements.

Stating that voluntary health insurance plans cannot do the job that has to be done, Mr. Ewing recommends prepaid government health insurance, saying that the only alternative is to continue as in the past. Mr. Ewing also proposes to increase our investment in medical and related research as rapidly as scientists can be trained. By 1960, Federal non-military research should reach a total of $80 million to $100 million if enough scientists are available.

Label Consultants Liable

STATEMENTS made by the court in a recent decision favoring the Government in a food prosecution, lead the Food and Drug Administration to be of the opinion that under certain circumstances the Government can proceed against consultants who assisted in preparing labeling found to be in violation of the Food, Drug, and Cosmetic Act. Such prosecution of a consultant would be under a criminal statute. It would therefore, appear that consultants will have to keep complete records of their recommendations in labeling consultations so that they can be certain whether or not the objectionable statements on a label were approved by them or not.

FDA Steps Up Plant Inspection

THE Food and Drug Administration is intensifying its inspection of drug manufacturing plants in an effort to prevent the entry of potentially dangerous products into consuming channels. FDA personnel is being shifted into the inspection field, with several new men now in the process of being trained for this work. This drive is brought about by the increase in drug recalls which the Administration has been forced to issue in the past few months—a total of six, which is more than the combined total of the several previous years. Officials say that all of the errors in manufacture could have been prevented if proper precautions had been observed in manufacturing operations.

FDA's problems are funds and manpower. More money will be requested from Congress so that plant inspection work can be expanded without taking men from other necessary functions of the department. The problem of getting qualified men is a most difficult one as officials say that a man trained for inspection work is "worth a lot of money to a drug manufacturer." Since the manufacturers can pay these men more money, the FDA is placed in an inferior position in attracting these men.

Socialized Medicine Abroad

SOME aspects of socialized medicine in New Zealand were revealed early this month by a dentist from that island. "The cost is tremendous, not only because the money is being spent on the individual but because of the immense cost of administration and the abuse of the system under a socialistic government," said Dr. A. Lexington Jones, reporting to the National Physicians Committee Conference of the Professions on nine years of socialized medicine in New Zealand.

"Nobody will deny the sick of any country the right of adequate treatment, said Dr. Jones, "But a great part of the money we are taxed is absorbed in the payment of a large body of civil servants and for the payment of doctors for visits that were never necessary and for prescriptions given them. The regimentation of the medical profession was the forerunner of a carefully calculated procedure by Communists and fellow travelers. Socialized medicine is embodied in the plan for all Communistic activities."

Dr. Melchior Palyi, a Chicago economist and former adviser to the German Reichsbank, told the conference that socialized medicine is a "peculiar type of legalized corruption," resulting in "wholesale misuse of funds contributed by the public."

"Every system of socialized medicine operates with huge deficits ultimately at the cost of the taxpayer," said Dr. Palyi, "Under every governmental system, medical practice suffers in quality. It results in indifference, deterioration, and mechanized diagnosis and treatment."

Are Toothbrushes That Bad?

TWO staff members of the Journal of the American Dental Association conducted a survey on the condition of toothbrushes used in American homes. They report that four out of five toothbrushes now in use are so badly worn or in such an unsanitary condition that they are no longer useful for oral hygiene. Approximately three-fourths of the unsatisfactory brushes were found to have bent, broken or matted bristles.

Most interesting to us in the survey, however, was the method of sampling. A panel of 5,500 families "representing a cross section of the population" distributed throughout the forty-eight states, were contacted by mail. These families were divided into two groups, one of which was requested to send by mail all toothbrushes then in use by members of the family, in exchange for which the same number of new toothbrushes would be provided. The other group were sent questionnaires to be answered. Out of a total of 8,176 brushes received—averaging 4.2 brushes per family—6,596 were in unsatisfactory condition.

We have questioned quite a number of people as to what brushes they would send in return for new ones, and the answers do not differ. They would send all the old and discarded brushes they could find. We doubt that a majority of brushes thus obtained would represent brushes still in use. Families have a way of accumulating old toothbrushes to be used for various tasks, other than brushing the teeth. We would be of the opinion that such an offer would bring in a very large number of these discarded toothbrushes.

We hate to dash the hopes of toothbrush manufacturers as to the market apparently existing as a result of this survey, but we cannot see spending large amounts of money in going after this phantom market.

The War Baby

PENICILLIN has expanded within the five years of its existence into an estimated business of $130 million per year with a plant investment of many millions of dollars. Mass production units operating in this country at full stride are turning out about 7,000 pounds, or 7 trillion Oxford units per month. As production has increased, prices have consistently dwindled. Commercial synthesis of penicillin has defied the scientists and fermentation to produce the mold containing this most important drug is the only method in use.

More Hair Tonics

THE switch to cream-oil hair tonics is including an increasing number of manufacturers as time moves on. The non-alcoholic type of hair preparation introduced by Wildroot during the war when alcohol was strictly rationed, is continuing to take the market away from the alcoholic type. Bristol-Myers, and Kreml, who jumped into this market quite a while ago, have been joined by none other than Pinaud, and more recently by Mennen. It begins to look as though the wholesalers stocks of hair tonics are going to be doubled as to the number of items carried, since each manufacturer will have an alcoholic and a cream oil type.

Another American First

IN 1491, eighteen year old Gamez Zuraccos, pharmacists apprentice, was condemned to life slavery in the Spanish galleys because a medicine of his preparation had killed a young grandee. In 1492, along with 15 others, he was shipped aboard the Santa Maria to make up a deficiency in the crew's members. Aboard the Santa Maria, Zuraccos twice alleviated the admiral's headaches and once a stomach-ache. He was the first druggist to set foot on American soil.

FTC Knows All

JUST indication of how the Federal Trade Commission operates the cease and desist order against manufacturers of crown caps was issued over the recommendation of the trial examiner that the complaint be dismissed on the ground that no unlawful conspiracy was proved. The order demands termination of an alleged conspiracy to fix prices and suppress competition in the sale of crown bottle caps.

Nembutal Suppositories Recalled

SOME of Abbott Laboratories' Nembutal suppositories manufactured prior to October, 1947 contain amounts of Nembutal varying from 40 to 233 per cent of the labeled strength. Analyses by the firm and the Government showed that most of the suppositories are of declared strength, but variations caused by manufacturing difficulties which have now been corrected have been found in a number of different codes. The variation was first discovered in October, 1947 when a physician of Eagle Pass, Texas, reported that two 3-year old children slept 24 and 36 hours in a hospital following administration of the suppositories. Abbott recalled the code involved from its branch warehouses in November, 1947. No fatalities were reported.

Enforcement Against Glandular Products

THE Food and Drug Administration has now entered the enforcement stage of its notice issued last March ordering discontinuance of marketing of preparations containing inert glandular products. Surveys are now being made to determine whether any such products were shipped since the notice was issued, and several seizures are reported to have been made. Officials profess a liberal attitude in the initial enforcement, stating that they do not intend to make seizures of products manufactured prior to the notice, or shipped a short time after.

The notice of discontinuance of these products is based on the fact that the Food, Drug, and Cosmetic Act requires labeling of all products with adequate directions for use. But since, in the opinion of the FDA, these products have no therapeutic value, it is impossible to write such directions and therefore these products cannot be marketed according to the law.

The administration's action under the law have not yet been adjudicated, but a court test may be forthcoming. In a case under the Food and Drugs Act of 1906 involving the sale of inert glandular products, the court ruled against the FDA effort to stop the sale of such products.

Another Tuberculosis Drug

STILL another drug is appearing as an aid in the treatment of tuberculosis. It is para-amino salicylic acid, the medical potentialities of which are said to have been discovered in Sweden eight years ago. The product was the subject of great development work both in Sweden and Great Britain. Administered in tablet or parenteral form, it apparently arrests growth of the tibercule bacilus by speeding up its metabolism until it burns itself out. Miss Juliet Bridgman, researcher for the Philip J. Lobue Company, New York, is now in Europe on a tour of leading medical centers to obtain clinical data on the use of the drug in tuberculosis. The Lobue Company is now making the drug in the pilot plant stage, but is waiting for favorable information as to its efficacy before inaugurating large-scale production. The drug is made in three forms, the free acid, the sodium salt, and the acid hydrochloride.

Beauty Shops and The Cold Wave

BEAUTY shop interests are still active in attempting to overcome the harm to their business being brought about by the home permanent wave kits. They have apparently failed to obtain any results in state legislatures throughout the country and they are now working on the Federal gorevnment. They are reported to be putting all kinds of pressure on the Federal Trade Commission in the hope that the Commission will bring charges against some of the home wave companies for their advertising. Such charges having been brought, the beauty shop interests would use these as the basis of a strong promotion drive. However, in our opinion there is very little if anything to be gained in this direction to bring the wave business wholly back to the beauty shops. It is just too bad for the beauty shops that the Food and Drug Administration has given the home permanents a clean bill of health so far as safety is concerned, for otherwise the beauty shops would have a promising path to follow.

FTC Attacks "SAFE" in Cosmetics

THE FEDERAL TRADE COMMISSION seems to have embarked on a new crusade against the products of this industry. As it has done in many other instances, the Commission, in this undertaking, seems determined to abolish the use of a particular word. The word which the Commission desires to cast into limbo is "safe." For if the recent cease and desist order against Imra cream depilatory is any criterion, complete abolition of the word "safe" in advertising cosmetics, is the road which the Commission has decided to travel.

While the cease and desist order in the Imra case is being appealed both to the Commission and the U. S. Circuit Court of Appeals, the Commission has an action pending against the leading cream deodorant, Arrid. Although the word "safe" is used in a different sense in Arrid radio commercials—as anyone listening to Gabriel Heatter can testify—it is in the sense of irritation to the body that the Commission is probably thinking. However, it would not surprise anyone to have the Commission rule that the word "safe" should be eliminated from the well-known statement—"Don't be half-safe." in which "safe" is merely meant to convey the idea of safety from disagreeable body odors. The Commission is perfectly capable of ruling that the public is composed of morons who are not able to distinguish between these two different applications of the word "safe."

A study of the record of the case against Imra, upon which the Commission based its order banning the word "safe," reveals that the Commission produced only one expert witness—Dr. George C. Andrews, the well-known New York dermatologist. Since the Commission would be expected to base its decision upon the testimony in the case, it would be thought that Dr. Andrews, as the Commission's only medical witness, would have declared that Imra was unsafe for general use. However, he did no such thing. Nowhere in Dr. Andrews' testimony can anyone find anything that would anticipate the order handed down by the Commission.

When the Commission undertook to put Dr. Andrews' qualifications into the record they did a most thorough job. So careful was the Commission's attorney to bring out all the facts about Dr. Andrews from his graduation from Cornell University in 1912 to the present time, that one would have expected that this witness was going tear Imra to shreds—so far as safety was concerned—but he did no such thing. In qualifying Dr. Andrews, not only his entire medical history, his publications, his lectures, his teaching activities, and numerous other qualifications were spread upon the record, but the Commission also brought out the fact that he had not been paid or promised an expert witness fee for testifying.

But after all this build-up, the eminent specialist did not testify that the product was unsafe. He was shown the formula for the product, said he was familiar with "such a general type of depilatory," and gave his opinion that the active ingredients in the formula were thioglycollic acid, calcium hydroxide, and calcium carbonate. He said that the chemical effect of these ingredients was a keratolytic, or hair-dissolving, action. He said that the difference between Imra and other commonly used depilatories was that Imra contained thioglycollic acid, which is an organic sulfide, while others contained either barium sulfide or calcium sulfide, which are inorganic sulfides.

Dr. Andrews was shown the circular enclosed with Imra as well as the carton in which the product is sold to the consumer. After stating that he had in mind the formula, the directions for its use, and the cautions under which the use of Imra is recommended by the manufacturer, he was asked by the attorney for the Commission:

"Doctor, I will ask you if in your opinion Imra would be safe to use?"

Dr. Andrews answered this question thusly:

"Well, I think so, especially with the precautions that are on those labels there that seem to suggest even the possibility of it getting into the eyes. They have gone out of their way, I think, to warn people not to get into trouble with it, and they tell you not to use it if the skin is inflamed or sore."

After stating that he also had in mind the usual length of time of application for depilatories of that type—six to fifteen minutes depending upon the coarseness of the hair—Dr. Andrews was asked:

"In your opinion would Imra, if used according to those directions, be safe and harmless for use under all conditions?"

To which Dr. Andrews replied:

"I will have to modify my answer to that by saying within reason; that is, I don't think you can say anything is safe under all conditions, but within reasonable limits, with reasonable use of it, it seems to me *it is*

a safe method of using a depilatory. I base that upon practical experience. I knew I was coming down here and I was thinking about this matter, and during practice I see, oh, anywhere from 75 to 100 patients a day, including at the hospitals and the office, and have been doing that for years, and *I have never seen a case of irritation from a depilatory that I can remember.* We see them from all kinds of things. We see them from nail polish, we see them from hair dye, we see them from primrose plants, we see them from dresses, new dresses, and we see them toilet waters and from every conceivable thing, *but I have not seen any from any depilatory as long as I can remember.*"

When asked if any of his patients ever used Imra to his knowledge, Dr. Andrews replied:

"I don't know really; but I suppose they have. Of course once in a while I think people that use these depilatories will get some redness in the area that is treated with a depilatory after each use. They will not get any extreme dermatitis from it, but they may get some slight local redness or dermatitis, if you want to call that irritation, all right; however, *I still think even if they get some local irritation or redness it is still a safe thing for them to do.*"

With reference to the statements in an advertisement that "several thousand patch tests on normal skin (pH 4.2 to 7) have demonstrated its amazingly low allergic response. Imra does not irritate a normal skin," Dr. Andrews said:

"Most of the glycolates are not irritating to the skin. I have used various other glycolates . . . . and we always considered them quite harmless. The allergic response, I suppose that means really a sensitizing response instead of an allergy. There is not any true allergy mixed up with this situation at all. I mean by that, that by its very nature an allergy is something that creates antibodies in the blood stream. But there are sensitizing properties involved. What is meant by this advertisement really is that this calcium thioglycolate does not possess any sensitizing properties to any degree or rather to an amazingly low degree. Of course there is not any such thing as allergy in this. However, those terms are used pretty loosely at times."

After stating that to him a "normal skin" meant an average skin, Dr. Andrews said that although this is a lay term, scientific people speak of normalcy in that the skin is not inflamed or diseased. He was then asked:

"In any event, assuming that they mean either one of these two things, would it irritate a skin in either one of those contingencies that you mentioned?"

"I don't think so if it was used according to directions," replied Dr. Andrews.

In answer to questions concerning the active ingredients and the likelihood of irritation from them, Dr. Andrews stated that the length of time of application would make a difference in the reaction of the skin. He said that the alkali (calcium hydroxide) if left on anybody's skin long enough, in sufficient concentration, would irritate it. However, he said that calcium hydroxide "is not a terrifically caustic agent. Many of the soaps depend largely for their action on calcium hydroxide. Soaps form calcium hydroxide with water."

While stating that the calcium hydroxide and the thioglycolic acid form a sulfur compound, he said:

"I don't think the sulfur compound, the thioglycolate, will have any irritating effect on the skin. It might theoretically possess some sensitizing effect, that is, if a person is sensitive to sulfur, then they might develop some reaction to it, *though they are not very likely to as it is very rare.*"

Dr. Andrews was then asked the following question:

"In any event would it have to be left on the skin longer than the time that is recommended . . . in the advertising circular . . . to have that irritating effect or any irritating effect?"

"I think that in a general way one would have to say yes to that," replied Dr. Andrews. "Yes, it is conceivable theoretically that some extremely sensitive skin might react sooner to it than one would expect, but as I say from experience, over a matter of years it has shown that *such dermatitis from these depilatories is extremely rare.*"

Dr. Andrews stated that it is not true that many normal skins are sensitive to the use of depilatories. He stated there is a difference in the sensitivity of given skins, and that "the more sensitive the skin, the more subject it would be to irritation by a depilatory, and vice versa."

When asked if "the use of Imra for the length of time as mentioned in the advertising circular . . . for a period sufficient to remove hair, would result in local irritation on the skin at that particular point where Imra is used," he replied, "I doubt it."

On cross examination Dr. Andrews failed to recollect that he had ever "had anything to do with Imra." However, a letter written by Dr. Andrews in July 1939 was produced to refresh his memory. When shown the letter Dr. Andrews said:

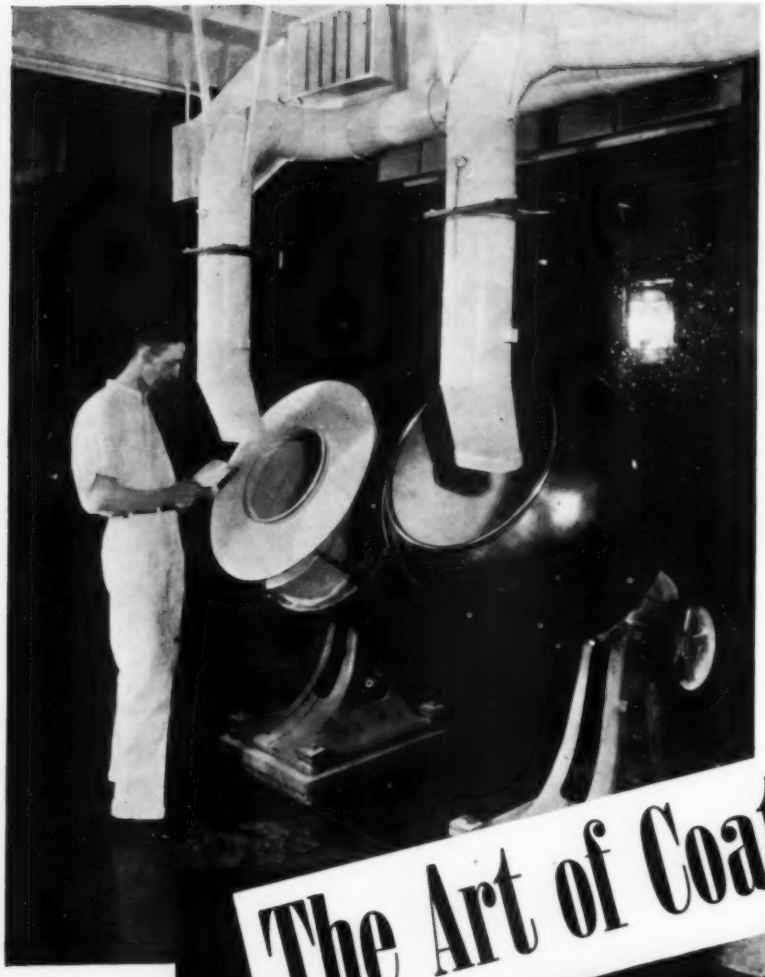
"This is interesting, because I had forgotten all about this. I am glad, at least, that it is not contrary to anything I have said here today. Evidently you consulted me some time back about the odor or something of that sort."

The following statement from the letter was read: "The depilatory is really excellent and leaves a smooth surface. It is painless and so far in our use of it has been non-irritating. It seems to be a very excellent product and most efficient."

After hearing this statement, Dr. Andrews replied, "I stand by that letter."

Here is a case in which the Federal Trade Commission, through its own expert witness, failed to get any testimony damaging to the product it had cited. The Commission's witness stated: "I have never seen a case of irritation from a depilatory that I can remember." He also stated that if people "get some

(Continued on page 408)



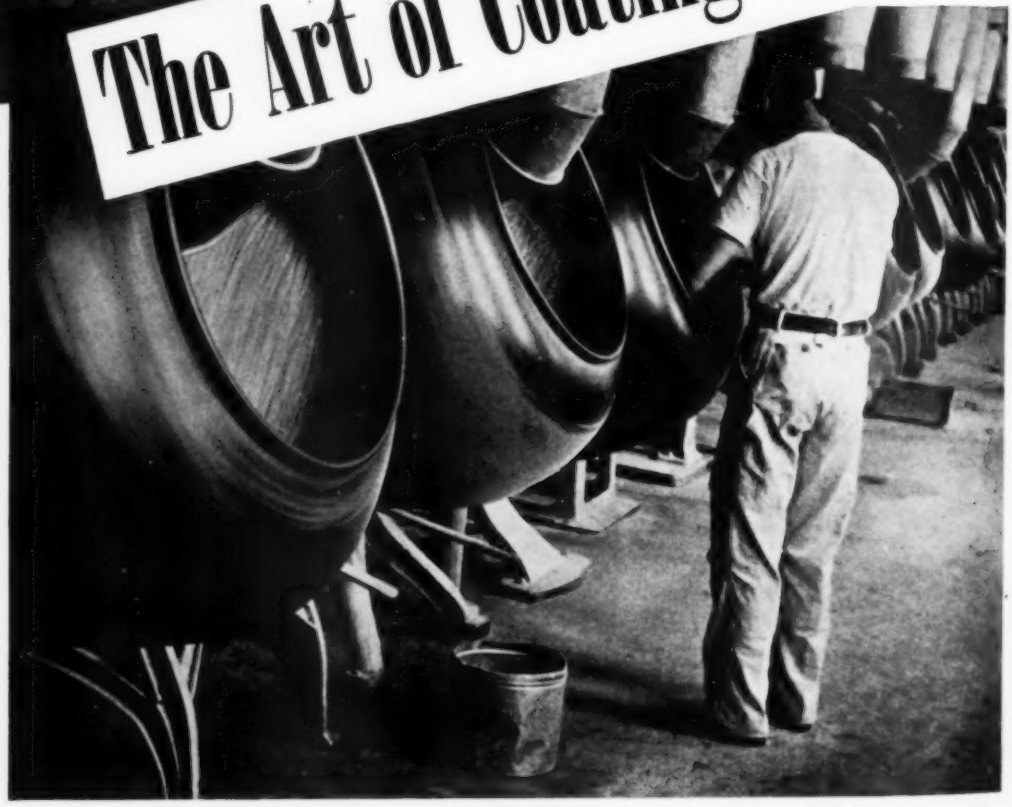
The Art of Coating Tablets

This is the first of a series of three articles by

T. H. ROWELL

Figure I, at the top left shows new coating and polishing pans in a modern pharmaceutical plant. Photo courtesy of F. J. Stokes Machine Co., Phila.

Figure II, shown below, is a battery of coating pans in action. Photo by Von Miklos.



THE COATING of tablets and pills is an old process, dating back as far as the eleventh century. The old processes involved several methods. Chief among these were gelatin and extemporaneous coating. In coating with gelatin each pill was impaled upon a long needle, dipped into a solution of gelatin, the other end of the needle being then stuck into a cork to permit the coating to dry. This process was improved upon by using a needle bar and dipping a number of pills simultaneously.

The old extemporaneous coating was also done by hand by rotating the pills in a mortar or pill box with a solution such as syrup or mucilage of acacia. The tablets were then quickly transferred to another box or mortar and rolled in powdered sugar or cocoa and in some instances in gold or silver leaf, dried and then dispensed.

These processes, however, proved to be too slow and unsatisfactory for commercial use and modern production. Therefore, a number of years ago, a single process was brought into use which process is presently used by all tablet coaters. In this process the tablets are rotated in a round pan called a coating pan constructed of either copper, stainless steel or galvanized iron. Coating solutions are then added in proper sequence in quantities just sufficient to cover the rotating tablets. Each coating must be dried well before subsequent coatings. The first coats are usually with a heavy, hot solution of gelatin and acacia aided with a powder sprinkled over the rotating, wet tablets to hasten the rounding off and covering of the corners. Later thinner syrup coats are added smoothing out the tablets. Applying the color follows. These processes will, of course, be explained in much detail later in the text. The minimum, basic equipment employed in this present day process of coating tablets is listed as follows:

(a) **Coating Pan**—Copper and stainless steel make the best coating pans as they may be molded into one piece. In using galvanized iron one has the disadvantage of corners and seams which are unsatisfactory, although there are a considerable number of such pans in use. It is in this piece of equipment that the tablets are given all the phases of coating such as the shellac or enteric coating, the subcoating, the sugar or smoothing coating, the coloring and the finishing. In selecting a coating pan one should select one large enough to accomodate the finished tablets without spilling them out. Yet the pan should be small enough to permit the tablets to rotate freely and regularly. The capacity of the pan depends, of course, upon the size and thickness of the tablets. When starting a batch of tablets it should be born in mind that the volume of tablets will practically double in size upon being coated. This fact should not be overlooked when selecting proper sized containers. Below is given a list of the three sized coating pans most commonly used and their maximum capacity of three sizes of tablets.

Coating Pan	*One-grain Tablets*	*Two-grain Tablets*	*Three-grain Tablets*
24 inch diameter	100,000	70,000	50,000
30 inch diameter	150,000	125,000	100,000
36 inch diameter	250,000	200,000	150,000

There are also commercially available coating pans of 16 inch and 48 inch diameter.

It should be pointed out that these are the maximum quantities of tablets which may be coated in the corresponding pans. On the other hand lots as small as 5,000 five-grain tablets may be coated in a 24-inch pan. It perhaps should be pointed out, too, that when operating on a small scale, one may need purchase only one coating pan complete with a motor driven stand as the pans are easily removed and replaceable with another size.

(b) **Fan Blowers**—To hasten the coating of tablets, to assure warm tablets during winter months and to aid in completely drying tablets between coats a blower capable of delivering both warm and cold air is very necessary. When operating on a small scale, one can secure a forced air electric heater commonly sold in all hardware stores. The heater may be set on the floor and the air outlet piped up to and along the ceiling down to the coating pan as illustrated in figure I. On a larger scale the standard type of fan blower could be used. An eighteen-inch blower will serve four large coating pans. For heating the air, a steam coil or gas heater may be placed in a closet and the suction inlet of the blower connected with the closet. A pipe line is extended along the ceiling over the pans and from this smaller pipes are extended down to the mouth of each pan. These drop pipes should be fitted with dampers so that the air blast may be controlled.

(c) **Exhaust Fan**—During the sub-coating procedure there is a considerable amount of dust formation. When coating in a room where other coating pans are in operation and where dust may be otherwise detrimental it is well to install an exhaust fan system. Such a system may be installed with a blower in much the same manner as in (b) above, but, of course, in reverse. An exhaust fan is not necessary, however, when coating on a small scale.

(d) **Cooking Kettles**—For the purpose of preparing sub-coating solutions, simple syrups, etc. it is necessary to install two or more steam or water jacketed kettles. Such solutions cannot, of course, be prepared by direct heat which would scorch or otherwise darken the solutions. Such jacketed kettles may be purchased from suppliers of pharmaceutical machinery, from dealers in second hand pharmaceutical machinery or may be manufactured locally by most any metal shop. They should be of at least a five gallon capacity.

(e) **Polishing Pans**—The final step in coating tablets is the polishing. This process really makes the tablet as far as appearance is concerned, provided the proper equipment is used. While a polishing solution is used to impart a luster, a better finish usually results when canvas is used as a buffer. Some firms use a metal coating pan, cementing in a canvas lining for such buffing action. However, the best equipment is a polishing pan as shown in figure II. These drums are available in two sizes, 28″ diameter by 11″ deep and 36″ diameter by 14″ deep. They are made with a canvas body which can be easily removed and laundered which process is obviously much more difficult in the instance where canvas is cemented in as a lining on solid metal pans.

As above indicated, the pan as illustrated is canvas which yields slightly as the tablets roll, carries and transmits the polishing wax without chipping off the coating. The design of the drum is such that the weight of the tablets is used to facilitate quick buffing and polishing and to produce a high luster on the tablets.

For general work, at least two interchangeable heads are recommended, one for white coatings and one for colors including chocolate. Such polishing heads, as above described, are supplied so that they can be used interchangeably on the same stand as coating pans. For smaller production one stand may be sufficient for both coating and polishing.

Preparing the Tablets for Coating

There are a number of reasons for the coating of tablets. Chief among these are (1) to mask the taste of the tablet (2) to protect hygroscopic or unstable compounds from the atmosphere and (3) to enteric coat substances for the purpose of delaying the assimilation of the medication until after it leaves the stomach.

For these purposes as well as for the sake of an attractive, professional appearance the tablets should be smoothly coated and the corners well covered. Even as a chain is as strong as its weakest link, so is a tablet as satisfactorily coated as its corners are covered.

To better assure such a smooth coating job with well covered corners there are a number of precautions which the beginner should learn from the start.

First of importance of these is the shape of the tablet. Tablets to be coated should be made with deep concave punches and should be as large in diameter as the weight of the tablet will allow. The thinner the edge the less time required for a good coating edge.

Second in importance is in having a good firm tablet. If in making a good hard tablet there is any question about its being disintegrated or dissolved in the digestive tract, then from three to five per cent starch should be added to the tablet formula before granulating and compressing. This precaution will assure prompt disintegration. Do NOT attempt to coat a soft tablet—at least until you are well familiar with the art of coating.

Third, the tablets should be "clean." That is, they should be free from dust and broken tablets. A good practice, in instances where the tablet edges were not sharply cut off, is to rotate them for several minutes in a coating pan so as to work off any surplus material, dust, etc. In such cases the tablets should then be removed from the pan, screened so as to remove broken tablets and the pan thoroughly cleaned to remove all dust and tablet particles.

Screening may be done on small batches by hand by using ordinary riddles such as are commonly used in foundry work. Usually riddles of 2, 3 and 4 mesh screens are satisfactory for the ordinary purposes. In securing these, it would be best that they be made up with galvanized screen to avoid rusting. Screening on large and continuous batches of tablets may be accomplished with the air of motor driven sifters.

Fourth, the nature of the tablet to be coated should be considered. If it is of hygroscopic property, then it should be well coated with several coats of certified confectioners' shellac, or with an oil—not enough to enteric the tablets but enough so that the moisture from the coating solution does not dampen the tablet on the interior. Certified confectioners' shellac, commonly known too as confectioners' glaze, is an edible, arsenic free shellac. It may be obtained from them in quantities as small as five gallons. Even though hygroscopic material containing tablets are given several coats of confectioners' glaze it is still advisable to dry them overnight after sub-coating in an atmospheric or vacuum dryer. One should be certain that the tablets are thoroughly dry before going ahead with the sugar solution. The tablets need not be warmed for the shellac coating but blasts of warm air should be used to hasten the drying of the shellac. Further details on this process will follow in a later chapter.

The fifth and very important step is to observe that the tablets are warm before subcoating. If an attempt is made to subcoat tablets that are cooler than 70°F an unsatisfactory, rough, overly thick sub-coating will usually result which will take a great deal of syrup coating and otherwise greatly prolong the coating procedure.

After observing the above five steps, the tablets are ready for coating. Visualizing their appearance, we observe that we have a batch of thin edged tablets, firm and free from dust and particles. Their temperature equals or exceeds room temperature and if made up of hygroscopic materials, they have been lightly glazed with confectioners shellac or oil. Meeting these qualifications, the tablets are then ready for coating.

Sub-Coating

It is in subcoating that most beginners experience difficulty. It is an important process for upon it

(*Continued on page 411*)

SACHETS AS DEODORANTS

By BUD HOAR

ALTHOUGH sachets are one of the oldest cosmetic products, their popularity has increased considerably within the past year. This is a welcome note to the manufacturer of cosmetics since a product of this type is easily made and requires no elaborate equipment.

There is and should be, even a greater market for sachets commercially. We have become more and more educated in the care and hygiene of our person. Deodorants both in cream and liquid forms are now being used by most people. However, very few appear to realize that our clothing and our linens may also have offensive odors. The commutor who rides the trains or buses, subjects his clothing to the odor of the smoker. While dining in restaurants the food odors are also absorbed by the clothing. There are almost countless causes which give clothing a disagreeable odor. At home, the suit or dress is hung in a closet among other apparel thus contaminating everything within its range. Sachets in either cake or powder form would and could easily overcome these unpleasant odors. They would also keep other articles of clothing fresh and free from any disagreeable odors. The dry-cleaning industry should be a potential market for a product of this type. Articles of clothing which have been dry-cleaned generally, have an unpleasant odor due to the dry-cleaning fluids or detergents used in cleaning. Laundries as well, sometimes often leave their odorous trade-mark. These are just two industries which might benefit greatly by inserting a small sachet tablet into each bundle or package before it is delivered to a customer. There is little doubt that the customer would be pleased with this extra service and create greater satisfaction also by having his or her clothing deodorized. The cost of inserting sachets would be relatively small and would in all probabilities increase sales.

Department stores also should find a ready use for this product. Almost every article of clothing such as shirts, blouses, linens, etc., when first purchased have that "store odor." Before wrapping or packaging these articles, the sales person could with very little effort insert sachets thereby overcoming these undesirable odors.

It is true there have been gift-boxes made containing sachets, mostly in handkerchief sets, however, there are innumerable other ways in which this type of cosmetic could be utilized and many other attractive gift-sets could be made up and have even greater selling value. In formulating a product of this type, the oils used in perfuming the sachet are most important. There are several natural oils which retain their "fresh odor" for a long period of time such as rose, lavender, cloves. Oils obtained from leaves and seeds, patchouly, sandalwood, cedar, ambrette, vetivert and orris are also a few which work very satisfactorily. In more expensive sachets animal extracts such as musk and civet are employed.

As stated before, the two types of sachet which are most popular are the cake or pressed sachet and the powdered.

A typical powder sachet formula is as follows:

Talc	**80**
Magnesium Carbonate	**10**
Woodflour	**10**
Perfume	**10**

In formulating a pressed sachet, the same ingredients could be used along with a binder.

(Continued on page 416)

HYDROPHILIC LANOLIN

By WILLIAM C. GRIFFIN
PHYLLIS J. CARTER
ROBERT W. BEHRENS

LANOLIN has been the long accepted standard of emollience in pharmaceutical and cosmetic preparations. It is almost completely oil soluble, it is an emulsifier of the water-in-oil type, and it is quite sticky.

These lipophilic properties have restricted the use of lanolin to a limited number of formula types. Modification of lanolin to increase its hydrophilic character was therefore indicated. We have prepared a series of hydrophilic lanolin derivatives by reacting lanolin and polyoxyethylene sorbitol.

Consistency of the various products ranges from a heavy liquid to a thin paste. Color is generally slightly darker than cosmetic grade lanolin. The solubilities of these derivatives are presented in Table I. Products ranging from water insoluble and water dispersible to those that are water soluble have been prepared. Generally, solubility in mineral oil decreases with increasing water dispersibility. Solubility in dilute alcohol is not coincidental with either water or oil solubility. It should be pointed out that the products marked "water soluble" give transparent dispersions in water, true solution is not obtained. With these materials in water a Tyndall cone may be observed indicating colloidal particle size. However, for all formulating purposes, clarity is the criterion, hence they are called "water soluble."

The surface active properties of these products are presented in Table II. Surface and interfacial tensions were determined by the du-Nouy ring method. The spreading coefficients were calculated from these data. For these determinations the agent was dissolved or dispersed in water.

Surface active data on lanolin solutions are not presented because of its limited solubility in water.

For any derivative of lanolin it is only natural to ask the question of how it compares with lanolin itself in the property of emollience. A lanolin derivative that would not promote a soft skin would be of little value. This is not an easy property to measure with accuracy. At the present time, we are limited to observations made in our laboratory and to those made by a large pharmaceutical house. In these tests, several of the new hydrophilic lanolin derivatives were compared. According to the observations made in these tests, the effect of lanolin and of the lanolin derivative is similar even though there is a considerable change in hydrophile balance.

Formulas

Typical formulas employing these new products have been developed. As would be expected, with the change from a lipophilic to a hydrophilic tendency, behavior in emulsification is reversed. However, though they are most applicable to O/W (oil-in-water) emulsification, these lanolin derivatives may be used in W/O (water-in-oil) emulsions.

For O/W formulation, the hydrophiliclanolin product may be used as the sole emulsifier or in conjunction with other emulsifiers. The following formulas illustrate O/W formulation for several types of cosmetics. In Formula No. 1, the lanolin derivative is added to a standard cold cream formula. In this instance, it undoubtedly exerts some emulsifying action, but as such it serves only as an auxiliary emulsifier.

Formula No. 1
Cold Cream

Beeswax	15%
Mineral Oil	50%
G-1431, (polyoxyalkylene Sorbitol-lanolin)	3%
Borax	1%
Water	31%

Preparation—Combine the beeswax, mineral oil, and G-1431 and warm to 80°C. Add the aqueous borax solution a 85°C. Pour at 40-50°C.

These hydrophilic lanolin derivatives may be used with either ionic or non-ionic emulsifiers. A second cold cream type of formula based on non-ionic emulsifiers is presented in Formula No. 2.

Formula No. 2
Cold Cream (Soap Free)

A	**Mineral Oil 65/75**	50.0%
	Beeswax, white	15.0%
	Spermaceti	2.0%
	Lanolin, (anhyd.)	0.5%
	G-1441, (polyoxyalkylene Sorbitol-lanolin)	4.0%
	Arlacel 60 (Sorbitan Monostearate)	4.0%
	Arlacel 83 (Sorbitan sesquioleate)	0.5%
B	**Veegum Gel (Magnesium Aluminum silicate)**	0.5%
	Water	23.5%
	Preservative	q.s.
C	**Perfume**	q.s.

Preparation. To (A) at 70°C add (B) at 70°C. with moderate agitation. Continue agitation during cooling. Perfume at 45°C. and pour at 40°C.

A typical All-Purpose Cream (Formula No. 3) employs G-1425 as an auxiliary emulsifier to beeswax-borax.

Formula No. 3
O/W Emollient Cream

A	Beeswax, white	15.0%
	Petrolatum	10.0%
	Mineral Oil 65/75	20.0%
	Hydrogenated vegetable oil, low titer	10.0%
	G-1425, (polyoxyalkylene Sorbitol-lanolin)	10.0%
	Anti-oxidant	0.5%
B	Water	33.8%
	Borax	0.7%
C	Perfume	q.s.

Preparation. Bring (A) to 70°C. Heat (B) to 72°C. add (B) to (A) under rapid agitation at first, and when emulsified, agitate moderately. Perfume at 45°C., and pour at 35°C.

Note: If above cream is too stiff, use less of the hydrogenated vegetable oil, or, lower titer oil.

In formula No. 4, a second All-Purpose Cream, two hydrophilic lanolin derivatives are used as the emulsifiers.

DERIVATIVES

ATLAS POWDER CO.
Wilmington, Delaware

Formula No. 4
O/W All-Purpose Cream

A	Stearic Acid XXX	15.0%
	Beeswax, white	2.0%
	Lanolin (anhyd.)	1.0%
	Mineral Oil 65/75	23.0%
	G-1425 (polyoxyalkylene Sorbitol-lanolin)	5.0%
	G-1441 (polyoxyalkylene Sorbitol-lanolin)	1.0%
B	Arlex (Commercial sorbitol solution)	10.0%
	Water	43.0%
	Preservative	q.s.
C	Perfume	q.s.

Preparation. Bring (A) to 70°C. Bring (B) to 72°C. Add (B) to (A) slowly and under continuous agitation. Perfume at 45°C., and pour just before set point.

Formula No. 5 utilizes G-1425 as an auxiliary emulsifier. This is a typical vanishing type formula based on stearic acid.

Formula No. 5
O/W Facial Cream

A	Stearic Acid (triple pressed)	15.0%
	Mineral Oil 65/75	1.0%
	Arlacel 60 (sorbitan Monostearate)	2.0%
	G-1425 (polyoxyalkylene Sorbitol-lanolin)	1.5%
B	Arlex (Commercial Sorbitol Solution)	2.5%
	Water	78.0%
	Preservative	q.s.
C	Perfume	q.s.

Preparation. Add (A) at 90°C. to (B) at 95°C. With rapid stirring, add (C) at 50°C. Hand work occasionally to 25°C. Rework and pack next day.

Liquid type hair dressings may be prepared with these derivatives. Formula No. 6 is an example of this in which the hydrophilic lanolin derivative is an auxiliary emulsifier.

Formula No. 6
O/W Hair Dressing

A	Petrolatum	7.5%
	Mineral Oil 65/75	37.5%
	Beeswax	2.0%
	G-1425 (polyoxyalkylene Sorbitol-lanolin)	4.5%
	Arlacel 83 (Sorbitan sesquioleate)	2.0%
B	Water	46.5%
	Preservative	q.s.
C	Perfume	q.s.

Preparation. Bring (A) to 75°C. Bring (B) to 75°C. Add (B) to (A) slowly with moderate, but thorough agitation. Perfume at 45°C. and agitate until cold.

Water-in-oil (W/O) formulations with lanolin, other W/O emulsifiers, or absorption bases are frequently difficult to manufacture. The emulsion does not "take" easily and excellent agitation or even homogenization or milling is necessary. With certain of these formulas a small amount of the opposite type of emulsifier may be added with good results. The effect is to promote ease of emulsification and to reduce the required efficiency of agitation. This at times permits the preparation of a cream without homogenization that previously required such treatment. This change in formulation may be made in the final cream or in the absorption base. Formulas are presented for both instances.

Formula No. 7
W/O Absorption Base

Arlacel C (Sorbitan Sesquioleate)	6%
Ceresin wax (64°C. or equivalent)	15%
Petrolatum (medium to long fibre)	24%
Mineral Oil	45%
Lanolin (anhyd.)	10%

Formula No. 8
W/O Absorption Base

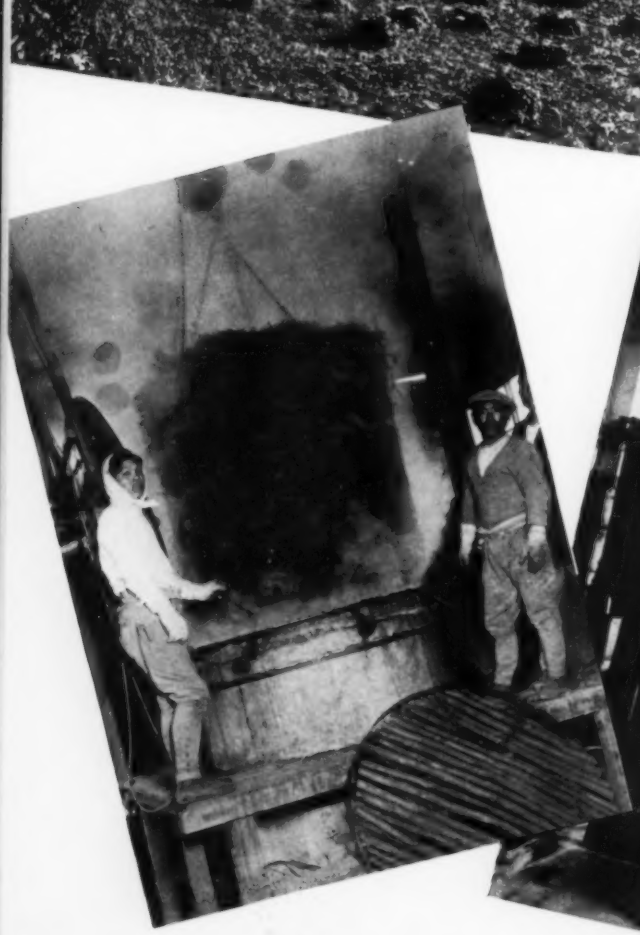
Arlacel C (Sorbitan Sesquioleate)	6%
G-1425 (polyoxyalkylene Sorbitol-lanolin)	4%

(Continued on page 409)

THE MENTHOL M

WITH the fall and winter seasons in the offing, the period of heavy demand for cold preparations is facing manufacturers of drug products. Used in many cold preparations, menthol is a raw material of basic importance to many of these manufacturers, as well as to manufacturers of various other types of drug preparations, and manufacturers of various types of cosmetics. This natural constituent of peppermint oil has had a rather volatile price history over the years, and manufacturing consumers of menthol are forced to follow very closely the basic factors affecting the prices at which menthol can be bought at any given time.

For a very long period of time, the only source of menthol worthy of consideration was Japan. But for a number of years back, China has also been an important menthol producer. Menthol production in this country never has been economically sound as American peppermint oil contains only fifty per cent of menthol, while the Japanese type of peppermint oil contains eighty-five per cent of menthol. Menthol has been produced from American peppermint oil, but this was only during periods when the Japanese raised their menthol prices to exhorbitant levels and American peppermint was relatively low in price. Synthetic menthol consumption is strongly affected inversely by the availability of natural menthol. Unfortunately, when natural menthol was unavailable from the Orient due to wartime blockades, raw materials



MARKET

for the manufacture of synthetic menthol were also unavailable for the same reason.

Although supplies from the two existing producing centers upon which this country had relied were completely cut off from the attack upon Pearl Harbor to the end of war in the Orient, supplies came to us from a new producing center—Brazil. During the war, Japanese living in this country in our own hemisphere undertook to cultivate the Japanese type of peppermint oil, and to extract menthol from it. This undertaking has expanded to the extent that Brazil today has fifty menthol-producing plants, most of them being located in the southern state of Sao Paulo. Production in Brazil hit an all-time high of 1,200 tons of menthol and usable residue in 1944, but this declined to 450 tons by 1946. However, due to the discovery of new markets, the Brazilian menthol producers increased their output sharply during 1947. During that year, production of menthol for export alone amounted to 750 tons, in addition to a considerable production of dementholated and redistilled oil obtained from the uncrystalized residue. Brazil is still seeking new markets, although Great Britain, Sweden, Australia, and India have recently been added to the list of countries importing menthol from Brazil.

The Brazilian producers have had everything pretty much their own way ever since Japan attacked us on December 7, 1941. For even since the end of the war, imports of menthol into this country have been very largely of Brazilian origin, with relatively small amounts coming from the Orient. This is because Japan and China had lost their export markets. Furthermore, it was absolutely essential for these countries to use all available land for cultivation of food during the war, virtually eliminating peppermint growth during that period of time. In 1940, production of menthol at Shanghai came from some twenty different factories, peak production amounting to about 1.5 million pounds of menthol, and 850,000 pounds of dementholized peppermint oil annually. After the war, 1947, saw only two factories in operation in Shanghai, with an annual output of only 50,000 pounds, while the whole of North China exported only 65 tons of menthol from January to November, 1947, of which the United States took sixty per cent.

Important buyers of menthol from Brazil with purchases for the first ten months of 1947, and for the year of 1946 in parentheses were: United States, 339,999 lbs. (519,893); United Kingdom, 177,177 lbs. (143,020); France, 30,756 lbs. (20,933); Argentina, 17,794 lbs. (10,252); India, 16,392 lbs. (6,096); Sweden, 9,284 lbs. (9,614); Czechoslovakia, 8,644 lbs. (1,100). Lesser quantities were shipped for the most part to other Latin-American and European countries.

Total exports from Brazil for 1947 amounted to 888,600 lbs.; for 1946, 774,303 lbs.; and for 1945, 1,045,717 lbs. It is estimated that the United States took about 70 per cent of these totals. Stocks on

(Continued on page 414)

THE ILLUSTRATIONS FROM THE TOP LEFT TO THE LOWER RIGHT ARE AS FOLLOWS:

1. CUTTING PEPPERMINT PLANTS IN JAPAN
2. HARVESTING JAPANESE PEPPERMINT
3. PRIMITIVE METHODS OF DISTILLATION
4. REDISTILLING PLANT
5. PROCESSING MENTHOL
6. LABELLING CANS FOR SHIPPING

Photos courtesy George Uhe Co.

COSMETICS Functions and Formulations

FACIAL MAKE-UP Part II
CAKE MAKE-UP & FACE POWDER

By HARRY HILFER

IN THE formulation of any type of facial make-up preparation, ease of application is as important a consideration as the attributes of the finished preparation. Therefore, it is possible to retain those characteristics which cause the product to cover properly, enhance the color, provide water repulsion, and further ease the application to give an important edge over competitive products. The current success of the cream cake makeup is largely due to this fact.

Similar preparations had been introduced to the field in the past—as a matter of fact the old stage grease paint is based on the same idea—but the older preparations were greasy in character as compared to the more recent developments and for that reason never actually came into broad public favor. The recent innovations are due to broader developments and syntheses of fatty acid esters which introduce two factors which are taken advantage of. It is primarily possible to manufacture esters which possess the low viscosities associated with fatty oils, but which consist entirely of saturated fatty acids, and because they so closely resemble in their structure the common lipoids, they are absorbable to a certain extent by the skin.

UNDERWOOD & UNDERWOOD

The use of substances such as cottonseed and olive oil were not practical because of the danger of rancidity accelerated by the inclusion in the formulation of pigments which consisted in good measure of iron oxide and other oxidation promoting catalysts. This oxidative type of rancidity starts by the reaction of the ethylenic linkage normally present in the common vegetable oils with atmospheric oxygen to produce peroxides which in turn are further oxidized to produce the odoriferous aldehydes which are associated with rancidity. The presence of the iron oxide pigments accelerate the reaction because they are prooxidants. Saturated fatty acids however may be esterified with low molecular weight monohydric alcohols to yield esters which have a lower melting point than do the corresponding glycerides, and which have characteristics similar to the unsaturated glycerides insofar as viscosity and other properties are concerned. Since the ethylenic group has now been removed there is no danger of oxidative rancidity taking place and these materials may therefore be used in conjunction with iron oxide pigments. Their absorbability by the skin is another characteristic in their favor, since mineral oils cannot be used with any great success because after application the film remains greasy looking as the vehicle is not absorbed to any appreciable extent.

The use of these esters makes the difference between the old grease paint and the present highly acceptable material. There are many different types of compounds which may be used as the low viscosity vehicle, but the most acceptable commercially are in the laurate myristate range. The palmitate and stearate

begin to have melting points which make them border line cases as far as the usual temperature conditions are concerned while esters of lower molecular weight fatty acids than the laurate are somewhat volatile. The monohydric alcohol of the ester enjoying the greatest usage is the propyl and isopropyl alcohol, particularly the isopropyl ester because it is the more stable against hydrolysis. Physiologically also, since it has been proven that absorption takes place, the three carbon alcohols are probably the safest because of their closer relationship to glycerol which is the basis of all human lipoids.

These esters were first used as liquid make-up preparations, in which the pigments were ground into the esters with the aid of possibly a "wetting out" agent which made it easier for the pigments to be freed from absorbed air. These preparations enjoyed and still do enjoy a moderate sale because a comparatively greaseless film is achieved. However, the pigments were not in permanent suspension and it was sometimes difficult to suspend homogeneously by shaking the bottle before use. It was also difficult to add a sufficient quantity of pigments and filler for appropriate "cover" since too large an addition of these pigments made the mass difficult to pour. The idea of formulating a similar product but in paste form overcame all of these objections since the firm consistency of the final producer itself kept the pigments in permanent suspension. The further introduction of a thixotropic factor, which enabled the cake to retain its good initial appearance helped the producer aesthetically.

Formulation of these creams consists basically in incorporating titanium oxide and colors into a melted mixture of Carnauba wax and let us say isopropyl myristate, and then grinding, reheating and pouring into their pans or containers. Such a system possesses the necessary thixotropy and gives good application results. However in general usage are minor additions of other agents which are added for several reasons. Mineral oil is added to increase the oiliness of the film if a certain degree of sheen is desired and other additions which are very much trade secrets, are used to prevent a characteristi c separation of oil on the surface of the cake from taking place after it has been subjected to sub-zero temperatures and then allowed to return to room temperatures. Accompanying this phenomenon in a good many cases is the complete disappearance of the thixotrophy originally present. It is probably caused by the destruction of the colloidal Micelle structure when the oil vehicle is frozen without any regeneration after being brought back to room temperature.

A good starting formulation for a preparation of this type would be

Pigments TiO_2	30%
Talc	10%
Carnauba Wax	8%
Iso Propyl Myristate	52%

Packaging problems will arise with the use of these esters since they are excellent solvents for plasticizers which may be used in the plastics. Any plastic material which it may come in contact with should therefore be tested against it to assure the absence of any such reaction. There does not seem to be any closely bound rule which can be followed and testing by actual use is the only safe method.

There has appeared on the market almost simultaneously with this writing another version of the cream cake, this time in stick form. The writer has not as yet been able to obtain any of these new products for examination, but can see no reason, offhand, for not adapting the cream cake formulation with minor changes for use as a stick. The stick may have certain foreseeable advantages over its predecessor, such as a more compact container and possible easier application, but the writer can see no real technical advance over the present cake form. The consumer however may find advantages which are not immediately apparent. This remains to be seen.

The success of the cake and if it proves to be successful, the stick form, are due primarily to the alertness of chemists in the field taking advantage of new materials made available and in greater measure to the advances made in fatty acid distillation methods where almost pure fractions of individual acids could be isolated. For example one commercial distiller has been able to so far refine his myristic acid so as to produce a product containing only 2 per cent of lauric acid and 6 per cent of palmitic acid which do not measurably effect the cosmetic properties of the esters made from it. Sharper separations than this are possible with the use of molecular stills if a commercial demand should become apparent for a finer separation.

So far the discussion has dealt only with the cream cake type of preparation and has not considered the older emulsion types. There are several different types of preparations in this category now on the market, but all but a very few behave as foundation creams rather than as make-ups in themselves. Most of them are oil-in-water preparations which are therefore obviously defective in their ability to repel aqueous damages, while those of the water-in-oil category contain too small an amount of pigments and fillers to serve as effective covering agents by themselves. Preparations of this type however, theoretically, should be acceptable. A water-in-oil type of preparation whose film could effectively prevent aqueous damage, could possibly be a more acceptable form than are the ointment types of preparations now enjoying their greater popularity. There are a large number of water-in-oil emulsifiers now available which may be possible to use in such a preparation and if the pigments and fillers, which are preferentially wetted by oils, are made part of the lipoid phase, a sufficiently large percentage of these materials could be incorporated to achieve the desired "coverage" needed. Inclusion of

(Continued on page 407)

CONSULTING ROOM OF AN OCULIST. ETCHING BY CHRISTOPHER WEIGEL, 1698 BETTMANN ARCHIVE

OPHTHALMIC OINTMENTS

By M. A. LESSER

A VARIETY of drugs are used in the treatment of diseases and infections of the eye. Most of these agents are provided in the form of solutions. In addition, a large number of such drugs are dispensed in suitable ointment bases. These opthalmic ointments form an important part of the modern armamentarium. As compared to solutions, ophthalmic ointments possess certain definite advantages of their own.

Indeed, in the opinion of Scheineson,[1] the ointment is the most effective form of medication for the treatment of most ophthalmic conditions. Most eye pathologies, says he, are benefitted from a more prolonged drug action than is possible by the use of lotions or drops. Thus, in the treatment of inflammations of the lid margins, infections of the lacrimal drainage passages, conjunctival inflammations, certain corneal diseases, and inflammation of the iris and ciliary body, it is essential that the affected tissue be kept in prolonged contact with the drug. This objective is best achieved with an ointment.

For example, the ointment form of medication is particularly well suited for the treatment of those cases of conjunctivitis which are accompanied by secretion and by agglutination of the edges of the lids and of the lashes. On such cases, an ointment not only provides prolonged therapeutic action, but it also acts as a lubricant to prevent adhesion of the lids and lashes.

Similarly but more concisely, Harrison[2] has cited the advantages of ophthalmic ointments with respect to prolonged action, intimate contact, and lubricating effects. He notes, however, that the chief disadvantage of ointments is their tendency to blur and obscure the vision.

To be effective an ophthalmic ointment should meet certain requirements. Put briefly, it must allow close contact of the active agent with the affected tissues or with the site of the infection, be miscible with secretions, not form an inert or impermeable covering, and, lastly, be easy to remove.[3]

Success in achieving these results depends, of course, on the type of base used for preparing the ophthalmic ointment. Petrolatum, preferably white petrolatum, has long been used for this purpose.[4] As indicated in an ocular formulary[2] published last year, petrolatum alba still holds a prominent, perhaps dominent, place among ophthalmic ointment bases. Although it is nonirritating and nonallergenic, petrolatum falls far short of the ideal ophthalmic ointment base.

Recognizing these limitations, ophthalmologists have searched for other bases more suitable for the incorporation of eye medicaments. One result of such work was seen in the 1932 British Pharmacopoeia. This was the introduction of eye ointments prepared with a sterile "oculentum" base consisting of petrolatum (soft paraffin) with a little wool fat.[5] Fantus[6] states that one of the best bases for eye ointments is petrolatum with 20 per cent of hydrous wool fat added. This addition favors the adhesion of the ointment to the membranes.

Further research along these lines has resulted in the growing use of cholesterinated petrolatum or commercial absorption bases for making ocular ointments. Even though they do not fully meet ideal standards, Scheineson[1] considers them to be the most suitable bases available for ophthalmic ointments. According to this authority, a very satisfactory and economical cholesterinated petroaltum can be prepared by the addition of 10 per cent cholesterin (cholesterol) to a fine, soft grade of white petrolatum. The petrolatum is heated to 130°C. and the cholesterin added. The mixture should be stirred until the cholesterin has dissolved; stirring being continued until the mixture is cool.

Bases of this kind absorb water up to a certain definite percentage; yielding products of a consistency ranging from that of a petrolatum to a semi-liquid or liquid emulsion. The more water incorporated, the more creamy is the ointment, pharmaceutically. These bases are satisfactory because they can be used as vehicles for either water-soluble or insoluble drugs. Drugs insoluble in water are added as impalpable powders, while soluble materials are dissolved in water and then incorporated in the cream-like ointment base.

Instead of water, Scheineson recommends the use of the appropriate Gifford buffer solution. Thus the pH of the product is somewhat controlled, as it is in collyria or eye lotions. It is said that the use of a buffer solution helps to make the ointment less irritating and serves to maintain the drug at the pH at which it is most effective.

Because the eye is one of the most delicate and sensitive organs of the body, great care must be exercised in the preparation of ophthalmic ointments. Since ointment jars permit the exposure of too large an area, the ointment is best dispensed in collapsible tubes. For home use, the tubes should be fitted with pointed nozzles to facilitate application of the medication to the eyelid or to the eye itself. Very pertinent with respect to the production of these ointments is a statement appearing in the latest edition of one of the most widely consulted ophthalmic texts.[7] Here it is pointed out that most ophthalmic ointments can now be obtained already made up and that these items are generally better prepared than when small amounts are given in prescriptions for the local druggist.

Because absorption and penetration are slower from ointments than from solutions, higher concentrations of medication may be used.[6] The drugs and chemicals used in these products should be of the highest quality. In addition to various miscellaneous preparations which do not lend themselves to ready classification, drugs for use in ophthalmic ointments may be divided into four main groups. These are as follows: (a) Antiseptics and other antibacterial agents, (b) anesthetics, (c) mydriatics and cycloplegics, and (d) miotics.

A good indication of the relative importance of the various types of agents is given in Adler's[7] listing of the most useful ophthalmic ointments. This list includes:

Sulfathiazole	**5 per cent**
Zinc sulfathiazole	**2 per cent**
Penicillin	**1,000 units per gram**
Penicillin	**2,000 units per gram**
"Butyn" sulfate	**2 per cent**
"Metaphen"	**1:3000**
Yellow mercurie oxide	**1 per cent**
"Holocaine"	**1 per cent**
Epinephrine	**1:50,000**
Hydrastin-zinc-boric acid compound ("Hyzin")	
Mercury bichloride	**1:3,000**

From this list it is quite obvious that antiseptic and antibacterial preparations loom as the most important ophthalmic ointments. Undoubtedly the best known of this group is ointment of yellow oxide of mercury or yellow mercuric oxide. In addition to the official (U.S.P.) 1 per cent preparation, yellow oxide of mercury is used in various vehicles in concentrations ranging from 0.1 to 3 per cent. Such an ointment is employed chiefly as an antiseptic and stimulant in blepharitis (inflammation of the eyelids) and phlyctenular conjunctivitis. Extensively used in the treatment of styes, its value probably lies in its preventing the spread of the infection to other glands.[8]

Yellow mercuric oxide ointment is sometimes employed as a lubricant for massaging the cornea through the lids. When employed in this way, its use favors

the healing of chronic conjunctivitis, phlyctenulosis and the clearing up of small corneal ulcers.[6] In discussing the medication of common eye conditions, Perrin[9] has recommended a 2 per cent ointment for treating localized dermatitis of the eyelids and for infective skin lesions of the face which extend onto the lids. However, authorities[2,10] have noted that ointment of yellow oxide of mercury is frequently used for conditions in which it does no good. Indeed, when improperly used, this ophthalmic ointment may often prove harmful by producing irritation.

As noted by McLean,[11] an ointment of 1 or 2 per cent yellow oxide of mercury is the commonest application for treating styes. When that is ineffective, it is customary to shift to some other mercurial ointment, usually about 2 per cent ammoniated mercury. He also notes that a 2 or 3 per cent ammoniated mercury ointment seems to be of definite value for treating blepharitis, and pediculosis of the eyelashes. According to Scheineson,[1] a cholesterinated petralatura base is suitable for making soft ophthalmic ointments of ammoniated mercury.

Other useful ophthalmic ointments containing mercury salts are made with mercuric chloride in strengths ranging from 1:3,000 down to 1:15,000. It is commonly prescribed in a 1:3,000 strength in an ointment such as the following:[2]

Mercury bichloride	**1 part**
Sodium chloride	**6 parts**
White petrolatum, to make	**3,000 parts**

Such an ointment is bland, antiseptic and useful in various forms of conjunctivitis, ulcers of the cornea and phlyctenular affections. It serves to keep the conjunctival sac filled with a weak disinfectant and to prevent adhesion of the lid margins overnight. Many operators put a little of this ointment in the conjunctival sac after cateract extraction and other surgery upon the globe.[10]

Of course the sulfonamides have assumed an important peace in the formulation of effective antibacterial ophthalmic ointments. Many reports[12,13,14] attest the value of such ointments for controling ocular infections. As remarked by Perera,[10] the sulfonamide compounds have revolutionized the treatment of many ocular infections. Although various sulfa drugs are used by ophthalmologists, the most popular ointments appear to be those containing 5 per cent of sulfathiazole. Such ointments have often been employed effectively in the treatment of various forms of conjunctivitis, blepharitis and corneal ulcers associated with pyogenic organisms, especially staphylococci.[15,16] A 5 per cent sulfathiazol ointment is also used in the treatment of chemical burns of the cornea.[17]

Several years ago, a group of investigators[18] came to the conclusion that the use of 5 per cent sulfathiazole ointment is of definite value in the therapy of external infectious conditions of the eye and adnexia. They noted that sulfathiazole is bacteriostatic with respect to the majority of commorr ophthalmic pathogens and that when properly prepared its use is not injurious to the delicate mucous membranes of the eye. It has the desired effect of shortening the course of infections about the eye in comparison with other ophthalmic ointments, such as the mercurics, which have long been considered sovereign remedies in ophthalmic practice

It has been stressed,[19] however, that although the sulfa drugs have proved to be a most important addition to the armamentarium of the ophthalmologist, they should not be used indiscriminately. Sulfathiazole ointment has been used indiscriminately and unnecessarily in many cases. Fortunately, according to one authoritative source,[20] cases of sensitization are rare and damage to the eye resulting from the use of sulfathiazole ointment has not been observed in an extensive experience with the local use of this drug.

A number of bases have been developed for the production of ophthalmic ointments containing sulfonamides. Undoubtedly, the simplest is the white petrolatum base suggested by Harrison[2] as a vehicle for 5 per cent of sodium sulfathiazole. A bit more complex is Scheineson's[1] cholesterinated petrolatum base, which is recommended as being quite suitable as a vehicle for the soluble sodium sulfa salts, like hydrated sodium sulfathiazole. Perhaps more typical of the sulfonamide ophthalmic ointments are the preparations described by Francke,[21] as follows:

Sulfathiazole or sulfadiazine	**0.5 Gm.**
Wool fat	**2.5 Gm.**
Liquid petrolatum	**0.5 Gm.**
White petrolatum, to make	**10.0 Gm.**

Frequently cited are the sulfonamide vehicles suggested by Elvin.[22] One of these bases is made as follows:

Sodium alginate	**4 parts**
Boiling water	**75 parts**

Emulsify and strain, stir until cool, then add:

Anhydrous wool fat	**16 parts**
White petrolatum	**78 parts**
Sodium chloride (dissolved in 4 parts of water)	**1 part**

Elvin describes this base as nonirritating and best for ophthalmic use. This is in line with the statement[23] that such an ointment has been used extensively in ophthalmic work and has shown itself to be nonirritating and nontoxic when applied to the conjunctiva, sclera, and cornea.

Quite different is a base for sulfa drugs consisting of:

Sodium lauryl sulfate	**0.5 part**
Cetyl alcohol	**8.0 parts**
Theobroma oil, U.S.P.	**6.0 parts**
White petrolatum	**20.0 parts**
Water	**65.0 parts**

Melt the first four ingredients on a water bath, and then add the water, stirring constantly.

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GUSTAVUS A. PFEIFFER, Collector

THERE is in everyone the urge to collect. In some it is an inherent desire to possess tangible things of beauty. To others, friends are drawn as to a magnet, and these are their treasures. Most people find their collections, tangible or intangible, profitable. Such has been the case of Gustavus A. Pfeiffer, who has harvested in many fields.

Moreover, time itself has contributed to this mellowed and gentle character his most valued possessions. These are his philosophy for living, his love for his fellowmen, and his appreciation for the cultural things of life. Always his ally, time was when he drove a hard bargain . . . when, in the ardor of his youth, his ambition was boundless . . . and when his industrial acumen, well fortified by the principles of honesty and hard work taught him by his pioneer mother and father, gave him the Midas touch.

Then he collected companies, businesses in the drug field to become attributes to the enterprise with which he has been associated for more than four decades.

The first Pfeiffer enterprise, a retail drug store, was owned by Henry Pfeiffer, the elder brother of Gustavus, who had left the Iowan farm of his parents to become a pharmacist. Following in his brother's footsteps, Gustavus clerked in the store and also studied to become a pharmacist.

The business partnership of Henry and Gustavus dates from the turn of the century, when Henry invited two of his younger brothers, Paul and Gustavus, to join him in the Pfeiffer Chemical Company, and continued until Henry's death about ten years ago.

Decision to enter the drug business was reached one day while the three Pfeiffer brothers were seated on a park bench in St. Louis, discussing fields for expansion. A new automobile passed by. This opened a long discussion as to the possibilities of their embarking on this new and coming field of industry. They finally made the astute decision to stick to the familiar ground of drugs about which they knew a thing or two . . . and the automobile industry lost three very enterprising young men.

And so the Pfeiffer Chemical Company was formed. The formulae for the first products of the company were supplied by a neighboring physician. One eventful day Gustavus was dispatched to Springfield, Ohio, to purchase another drug manufacturing company, which formed the nucleus of their collection. In the first year of its operation, the profits of this company exceeded its original cost.

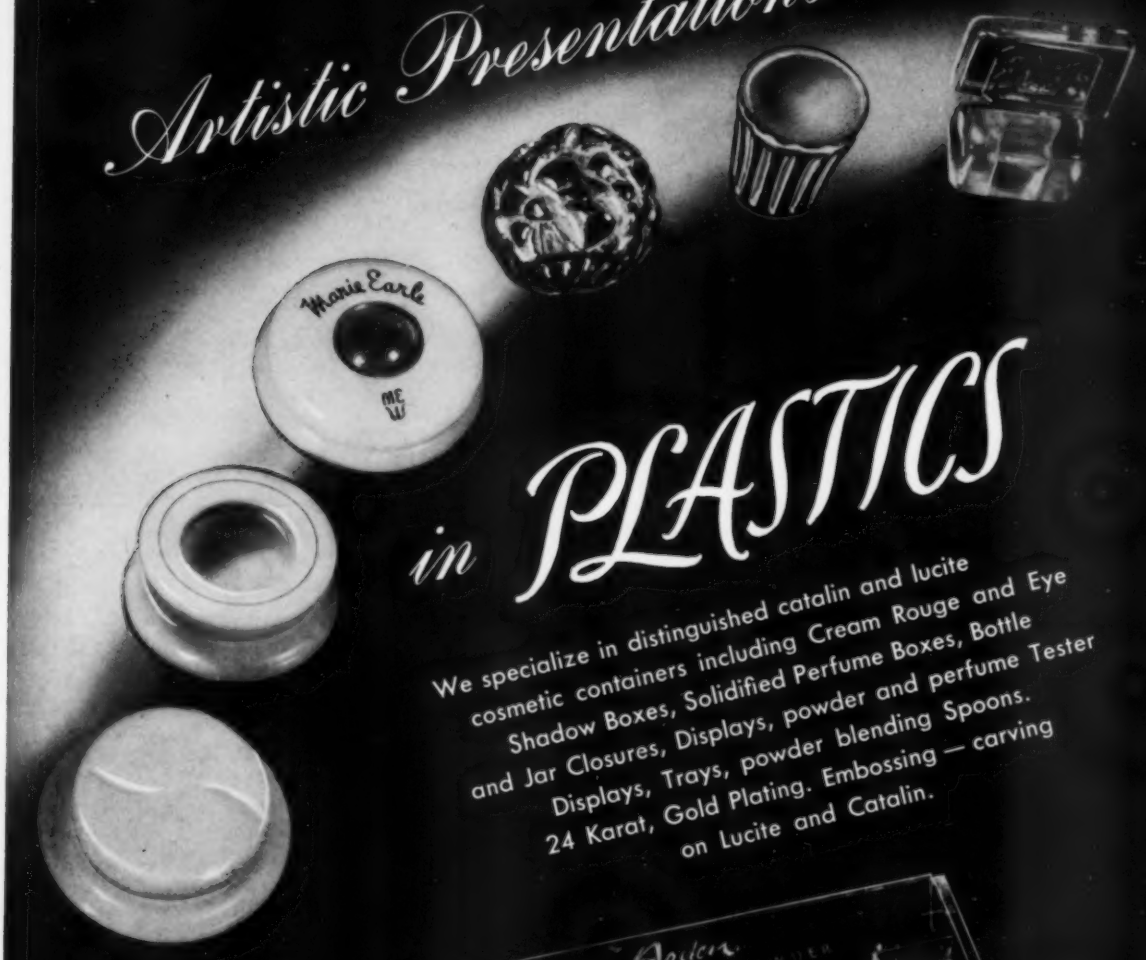
From this nucleus there evolved a group of companies which included Dr. Earl S. Sloan, Vince Laboratories, Waterbury Chemical Company, and many others of a proprietary nature. Negotiations for these "collector's items" largely were assigned to Gustavus by his elder brother.

When Paul parted from this formidable triumverate, it was to return to husbandry on a farm in Arkansas. Then Henry and Gustavus continued their expansion program, still with extraordinary success.

Purchased in 1908, the William R. Warner Company became the parent of all subsidiary companies. When, in 1916, Richard Hudnut was acquired, Gusta-

(Continued on page 416)

Artistic Presentations



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PACKAGING and SELLING

WHEN TO START SELLING

MANY old line sales managers get a great deal of fun out of some of the new methods for selecting salesmen, particularly the psychological tests. At the same time, they are apt to view, with a snort of impatience, factual or time studies for salesmen which have anything in it suggesting an engineering approach.

There are quite a number of very funny stories covering this subject that sales managers of this school tell with a great deal of relish.

Their thesis is that salesmen are born and not made, and that when they are lucky enough to get one of these naturally endowed individuals, nobody from the Board of Directors down should do anything to try to change or interfere with this perfect example of the Creator's handiwork. To an extent this feeling is a survival of the day when selling was indeed an art, and when certain men who had charm which swayed and won over other individuals, often against their best interests, or who had certain qualities of will, which numbed the buyer into active acquiescence, were the favored individuals of the business world or the trade in which they operated.

In industrial selling, Charles Schwab was one of these great darlings of his day. In retail selling every trade had its individuals who came to be known by such names as Carload Jones, etc. This name was usually bestowed in envious admiration by competitors and in fearful admiration by many buyers, in praise of certain individuals uncanny ability to so load up a retailer that for several years he sat with rueful and uneasy memory on a loaded inventory that often became nearly worthless to him.

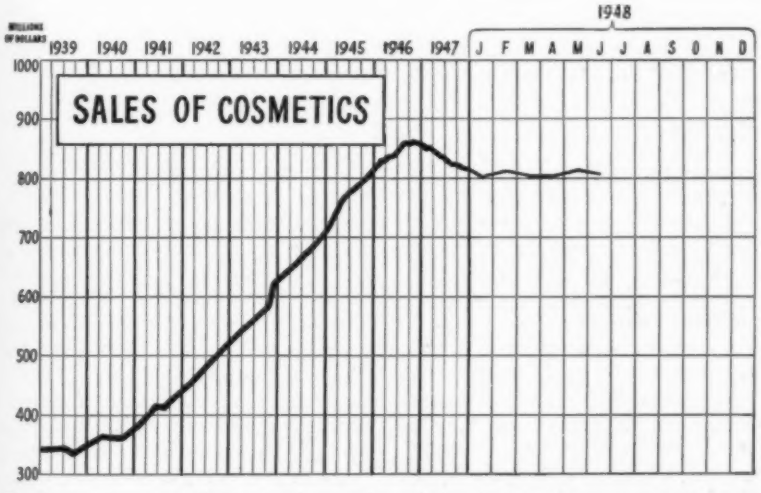
These were the days when "Caveat Emptor" or "Buyer Beware" was considered good and natural business ethics. If a petulent retailer ever dared complain, after one of these buyer orgies, the reply of the salesman or the company head would be, "You bought it, didn't you, well go out and sell it."

These times have changed and practically every retailer knows at least something about the elements of inventory control. At the same time salesmen and manufacturers, if they have not acquired a conscience, they have at least acquired some semblance of a realization that deliberate or unscrupulous over-loading of a customer is a short-sighted and a fatal policy. Nevertheless, the feeling generally persists that the salesman, supported by what advertising a company may do, is the real key to selling. There persists, also, the feeling that through certain natural endowments which a salesman must have, that these endowments are the basic critical factors which determine a companies' sales expansion or sales stagnation.

It would be foolish to deny that one salesman is better than another, and that among 50 salesmen there will be a vast difference in creative sales ability. This is a simple fact in human experience and no more original or thought provoking to say that one horse can run faster than another. Nevertheless, this simple fact is so dominant in the reasoning behind securing the right salesman, that it has obscured a great deal of necessary factual research that should be done in selling, particularly in selling to retailers

In addition to this, there is certainly lacking in business a clear cut perception between the actual productive value of the salesman and the productive value of other selling forces employed by the company, such as the quality, and the packaging of the product, the actual effectiveness of the company's advertising and, above all, the strategy of management in using everything available to the company to further sales.

There is a tendency among certain companies, particularly the mass advertisers of utility products, to underestimate the potential value of the sales force and to fail to use it for its maximum effect. At the same time, there is a tendency among many other companies to magnify too much the things the salesmen do or could do, and for this very reason, fail to understand the potent weapon in their own hands of greatly furthering sales by better company strategy.



Retail sales of cosmetics for the twelve months ended with June 1948 amounted to $808,666,000. This compares with $812,874,000 for the twelve months ended with May 1948 and with $842,967,000 for the twelve months ended with June 1947.

Salesmen today are working with retailers who in general know a great deal more about arithmetic than they did 25 years ago. At the same time, an apparently large number of retailers, and this includes very many prominent stores, such as department stores, either do not know or are unwilling to employ anywhere near all of the arithmetic that has proved its way in first line competent retailing. This elementary knowledge of arithmetic has largely eliminated the old-time laissez-faire methods of selling, but the lack of application of a great deal of arithmetic opens magnificent opportunities for selling to the salesman who thinks of himself in terms of a salesmanager for his territory and as a sales promotion manager for his customers. This is not to say that the salesman will always be working in terms of his customer's best interests. The facts of life are that this simply cannot be true: Many salesmen are selling and must continue to sell many products which, while they have plenty of merit so far as product quality goes, from the viewpoint of pure arithmetic in the retail store, have no place and no virtue in the store.

Nevertheless, as a sales promotion manager with intelligent information regarding his own product, with an intelligent grasp of retailing and retail salesmanship, and with a prospective of what other retailers are doing in other communities, the salesman can and often does make such a product into a valuable asset for his customer.

An entirely new concept of selling is emerging and must still further emerge. Not only the salesman, but the men who direct them, must think more clearly in terms of selfish self-interest to further the business of the customer.

At the annual sales meeting, where salesmen travel sometimes for many miles to be subjected to three days of razzle-dazzle inspirational pep talks there will sometime emerge the idea that such a meeting should really be a refresher course for retail promotion experts, with due emphasis upon a number of company devised, strategic plans for the retail promotion of this one particular product, presented entirely from the retail viewpoint.

No longer will the retailer be thought of as the ultimate object of the salesmen. Rather it will be that the retail customer is simply a transfer point in the shipping of the company's product, and that the salesmans responsibility with his company and to his sales manager begins after he has secured the retail order and not before.

Beauty in the Morning

A few months ago Universal Laboratories introduced a new cosmetic product with what is certainly a brand new advertising appeal. This product is "Beauty In The Morning," a single product shaped in the form of a bar of soap and said to produce a complete cosmetic treatment, that is cleansing and lubricating.

It was due to John Cole, who handles this advertising, that the original presentation of this product was made. According to John, the cosmetic industry has spent many millions of dollars selling women to use a cosmetic treatment for the social occasions of evenings and afternoons. But in those critical few minutes when a woman rustles a breakfast and speeds her husband off to work, the cosmetic business, except for tooth paste and a brief wrestle with a bar of soap, has played little or no part. "Beauty In The Morning" has been introduced with advertising in the New Yorker and in cooperative advertising that has brought a quicker consumer response.

Sales momentum, already established, indicates that both the product and the promotion idea hold promise as extra revenue producers for the industry.

Still Going Up

It is just about four years ago that R. N. W. Harris founded Toni on an investment which was reported to be around $1,000. This investment, as the trade knows, pyramided in those four years into $20,000,000 which Gillette paid for that company.

When Toni was founded in 1944 there were already several competing companies in the field, and it was then estimated that approximately one woman in every 100 gave herself a home permanent. In 1948 it is estimated that 40 women out of every 100 will give herself a permanent. Estimates now indicate that over 30,000,000 kits will be sold this year.

Christmas Packages

According to a few early arrivals, buyers from the large department stores, in the New York market, cosmetic companies are ringing the bell this year in Christmas packaging so far as beauty of design goes, and also on the basis of getting cost down a level more attractive to the Christmas pocketbook.

One of these buyers who arrived in a rather pessimistic frame of mind in regard to Christmas gift packages is returning home with an enthusiastic and rather emphatic report to his merchandise manager.

A new movement on the part of quite a number of manufacturers that is exceptionally pleasing to the big retailers, is that the manufacturer in so many cases is absorbing the entire cost of the Christmas package. There seems to be a general movement in this direction. Several leading manufacturers have taken this position and pressure from the retail trade to make this general will undoubtedly be felt. This means that so far as the retailer and the consumer goes, they will get Christmas gift sets of two or three or more products packaged in a handsome Christmas box, the price for which will be the added total of the individual products in the box at their normal retail price. This means that any retailer who has Christmas packages left over, sometime in January instead of throwing them back to the manufacturer can simply break up the set throw away the Christmas box, and put the individual products on sale at the usual retail price, retaining his usual discount. This means quite an additional over-head that the manufacturer must assume, and which he can only pay for on the basis of substantially increased sales this Christmas season in these individual items, plus a reduction from loss in returned goods. This, also, is why manufacturers this year are selecting standard products with a demonstrated record of selling for their Christmas sets in preference to developing special novelty numbers or novelty sizes.

The Fine Italian Hand

Representatives of two Italian perfume companies are in this country investigating a way to distribute their products. These people will encounter the same difficulties which have so far prevented more than 200 Paris Perfumers from an opportunity to test their products for the favor of the American public.

The first difficulty is that of a French or Italian company in sending dollars here, without regard to their wealth in their own country. The second difficulty is that there are few experienced American distributors interested in the missionary work which would be necessary in introducing an imported line not known in this country.

We have not had an opportunity to smell any of these Italian perfumes

H&D BOXES

These corrugated packages reduce distribution costs, increase dealer good will, influence customer acceptance. They protect the merchandise in transit, are easy to pack, simplify inventory, save space, display well, facilitate identification and selection. And themselves to successful merchandising, effectively promote the manufacturer's name. Yes, such a package definitely makes a good product better. Consult the H & D Package Laboratory on ALL packaging problems.

HINDE & DAUCH

Authority on Packaging

EXECUTIVE OFFICES: 4606 DECATUR ST. • SANDUSKY, OHIO

FACTORIES IN:
BALTIMORE 13, MD. • BUFFALO 6, N. Y. • CHICAGO 32, ILLINOIS
CLEVELAND 2, OHIO • DETROIT 27, MICH. • GLOUCESTER, N. J.
HOBOKEN, N. J. • KANSAS CITY 19, KANSAS • LENOIR, N. C.
MONTREAL, QUEBEC • RICHMOND 12, VA. • ST. LOUIS 15, MO.
SANDUSKY, OHIO • TORONTO, ONTARIO • WATERTOWN, MASS.

for glamorous packaging

a New STOCK CAP...

"Clover Leaf"

For glamorous packaging of glamorous products, you'll welcome this new stock cap by Standard. Available in the most popular sizes and in any color. Write for details and prices.

STANDARD CAP
AND MOLDING COMPANY, INC.
PLASTIC CLOSURES

307 S. EATON STREET • BALTIMORE 24, MD.
OFFICES IN ALL PRINCIPAL CITIES

but we were impressed with the originality and the imagination used in designing the packages, with the good taste and the excellent use of color in the packages, and particularly with the very attractive way in which silk is employed in the packaging.

Chain Birth Pains

The report of the Rexall Drug Company for the first six months of this year confirms the statement of President Justin Dart that the policy of this company in operating their own chain stores would be to drastically reduce the number of stores and to operate a chain of fewer but bigger and better stores.

In the last two years the number of stores has been cut from 600 to around 450. However, it is an expensive operation to close a store and it is also expensive to get a new superior store on an operating technique that would reduce costs and reach a new volume figure that justifies a shrinkage in the total number of stores. This six months report gives a good picture of the cost of such an operation.

Demonstrators in the Home

Some time ago we commented on the amazing growth of the house-to-house business in cosmetics. The evidence of this growth is seen not only in the financial reports of the leading company in this branch of the trade, but also in those authentic consumer panels of the 20 or so daily newspapers which are using the formula established by the Milwaukee Journal. In these and in magazine surveys, Avon occupys a high place in consumer preference for most cosmetic products.

It is only within the last few years that the house-to-house people have decided, as a matter of business policy, that urban markets can be operated just as profitably as a small town and rural market. This policy has borne fruit in a rather startling way. One fundamental reason for this growth in urban markets lies, undoubtedly, in the fact that many retail stores in congested areas where the most informed type of cosmetic selling is found, have not been giving the shopper the service and convenience that was found in the pre-war years. The illuminating survey made by the Toledo Blade, which we quoted in our June issue, brings this out clearly. In this survey, a startling high percentage of women, both within the city of Toledo and in the surrounding shopping area, were buying from mail-order houses because of the difficulty of finding parking space in the city shopping center, the inconvenience of store hours, poor sales service and inadequate stock.

Another reason, and probably just as important, for the growth of house-to-house selling of cosmetics lies in the intriguing thought that this is basically a system of transferring the manufacturer-paid cosmetic demonstrator from behind the counter in a retail store into the home of a prospective customer.

It used to be said that the most difficult part of building up a house-to-house business lies in procuring and holding on to competent canvassers. This is still true and it probably always will be true that a terrific turn-over will take place in house-to-house agents. This makes it difficult to adequately train the agents and build them up to a point where they are able to develop a clientele. But in the last several years this turn-over of trained sales help has been nearly as bad in the retail field.

One of the relatively new companies operating on a house-to-house demonstration, that is Studio Girl Shampoo, has built its force of women demonstrators from six to 250 in the last two years. These demonstrators, operating in the western states, give a free demonstration to housewives. After the demonstration, orders are taken, but all goods are delivered directly from the factory by United Parcel or a similar service.

An Absentee Would Be a Capitalist

Soviet Industry Story. Three workmen were employed at the Dynamo plant in Moscow. One was always ten minutes early, the second regularly ten minutes late, but the third was punctually on time. All three were informed against and sent for trial. The charges were, respectively: toadyism, sabotage, and bureaucratic formalism. (Quoted from "Scope" London)

Business Chain Reactions

A recent survey of super-market grocery stores shows a firm intention by most of these large retailers to expand their now very profitable candy business. There seems to be no doubt that the grocery super-market has stepped into the candy field, and with their lower mark-up have been reaping a bonanza, particularly in the bar and hard candies and in the lower priced types of wrapped candies.

This success was the occasion for many an acrimonious discussion at the annual summer merchandise fair of the National Association of Variety Stores. These retailers, who have been losing some of the profitable volume of the candy business to the super-market, and who anticipate that this trend could very likely increase as the super-markets explore this industry further, engaged in very active conversation over the prospect of putting in food items at a competitive mark-up that would tend to put the super-market in its place. This looks to us like the first faint explosion in a very pretty chain reaction.

Almost universally business has been seeking to escape from possible consequences of the high break-even point, either by radically increasing volume, often in ways which business historically shows is hazardous and rarely successful, or by expanding into associated or related lines of business, a path that is also historically strewn with many business corpses.

This kind of thing, which often reaches a state of desperation, is becoming more and more evident in the manufacturing industry, and it will, undoubtedly, become evident in the retail field. There are so many changes taking place in retailing today, with the expansion of the department store into suburban centers and into chains, with the development of the food super-market and the trend of the drug chains to develop super stores, with the expansion of the variety store into larger units and into higher price ranges, with the movement of the mail-order houses into the retail business, with the invasion of the city markets by the wagon and the house-to-house companies, that the far-sighted sales manager must see looming ahead a period of retail turmoil, and the need to prepare his company for very critical policy decisions.

The Convention

To our jaundiced eye the trade convention is moving closer to the objective for which it was created.

There was a time, during the prohibition era, in which this objective was so completely submerged that many men who could have been loyal and active members of the trade association held back in alarm.

This era passed, but certain habits established then were long in tapering off.

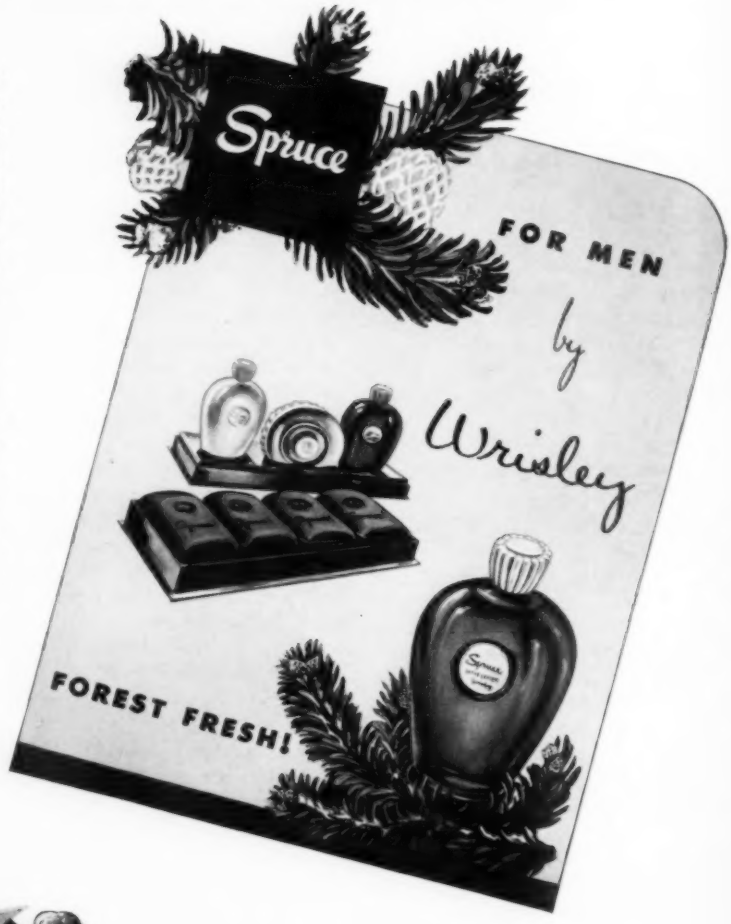
The trade convention should provide the opportunity for members of the

DOUBLE-DUTY DOLLARS

bought this clean-cut, compelling display for Wrisley. We just picked up artwork which had already been charged off to the cost of magazine advertising . . repositioned it, reproportioned it, added a background shade to get three-color strength . . and presto! With only negligible art and plate costs, Wrisley had a striking "sell"-charged display that will stand out in any dealer's window.

Good displays can give your products a big sales boost. Don't let the illusion that high art costs and printing complications are inevitable deprive you of them. Let INLAND show you how to make *your* advertising dollars do double-duty! And INLAND'S old-fashioned standards of craftsmanship, wedded to the most up-to-date techniques and equipment, assure you of impeccable quality, whether your job is of the simplest or the most complex nature.

Call INLAND in on your promotion —you'll like the way we work!



DISPLAYS from IDEA to INSTALLATION

Send us proofs of one or two of your publication ads or printed pieces . . we'll show you how their artwork can be adapted for a powerful display.

Inland Lithograph Co.
328
SO. JEFFERSON ST.
CHICAGO 6, ILLINOIS

trade, who might otherwise never meet each other, to exchange ideas and business experiences and to discuss mutual problems and policies. This meeting should be onvenient andin heldc a pleasant environment and should include good fellowship and pleasant social affairs.

It is only when the convention becomes an occasion for discarding certain repressions that many serious minded active members start staying home, that others decide the wife had better not be exposed and that many company heads decide the party hardly warrants the expense in sending department heads, that both the convention and the trade association begin to suffer in quantity and quality.

This industry, in all its branches and associations, holds many conventions during the year. Most are pleasant diversions and useful meetings. It is only occasionally that an extravagant spectacle makes one wonder what objective these business man seek at their annual business meeting and what kind of impression are they seeking to give the rest of the trade.

The Self Starter

No matter how many years a man has been selling, he never really gets over a feeling of shock and surprise at the way some products, completely neglected for years so far as any marketing efforts go, persist in keeping alive and still selling.

A little while ago a salesman for one of the energetically promoted men's lines was talking to a druggist when a customer came in and asked for an after-shave cologne that the salesman dimly recalled as being on the market for about 20 years and for which he had never seen or heard of a single display, advertisement or promotion of any kind. As the customer left, the salesman turned to the druggist and said to him, "How do you happen to still carry that stuff, Joe?" The druggist replied, "Brother, I do not get many calls for it, but when I do a customer will raise Merry Hades with me if I don't carry it."

A lesson that never seems to be completely absorbed by this trade is that even $100,000,000 can't persuade people to like something that they just don't like, and that on the contrary, it is a continual source of amazement to anyone in marketing or advertising work, how quickly and decisively people discover something that they really do like.

For very many products, the range of possible difference in quality, appearance or application is not large enough to give the consumer an opportunity to form a decisive opinion. In fragrances, however, there is a wide variation in appeal or failure to appeal.

This same critical test of consumer approval or disapproval is often possible in a package where the package plays a primary part in identifying the personality and the character of the product. Examples of this latter that are outstanding are Shulton's Old Spice, John Hudson Moore's Sportsman, the packaging of Mary Chess and many others in this industry.

The perfume business, particularly, provides an excellent laboratory for a study of the effect of consumer approval. Many odors, in fact hundreds of them, have been launched by the well-organized companies with excellent promotions, the expenditure of a great deal of money for advertising and with a large cooperative group of retailers, and yet these odors are now on the record as dismal failures. On the other hand, there have been several notable cases of small insignificant companies, with little or no capital and initially with no particular retail interest, where the odor has flashed to success and has been the foundation of a substantial business.

We have said before that we believe this industry badly needs a system or technique for testing consumer approval before heavy expenditures are made for a product or before a successful company commits its name and prestige to that product. Certainly, there is ample and conclusive proof that there are many kinds of products, particularly where the decision rests on the sense of smell or the sense of taste, or as in packaging the sense of sight and sometimes of feeling, that all of the combined facilities in the manufacturer's organization, including his laboratory, his own personnel, and other sources, are not only not capable of giving a proper opinion on consumer approval, but also usually gives a muddled and a warped opinion. The technique of the consumer panel may hold some possibilities, but as it has developed so far today, it is not sufficiently conclusive for this kind of work.

There seems to be a certain time element which is essential for consumer approval and which must be included as a necessary part of such a technique. That is, a woman may buy a product such as a fragrance with a favorable first impression, but this impression may change drastically by the time half of the bottle has been used up. The only conclusive test of consumer approval is provided when a woman purchases a bottle, completely uses that bottle in every day life in her home, and then not only returns to purchase another bottle, but starts telling her friends about it. That is the sort of product for which advertising can really do a great job, and the sort of a product which provides a firm position in a retail store.

All in the Family

We are glad to welcome to the cosmetic business the "Three Daughters." May they flourish as have the Ogilvie Sisters and may they have their day of fame as had the Seven Sutherland Sisters.

Purchasing—Company Policy or Private Preserve?

In an exhaustive study of the operation of the Ford Motor Company under its new management set-up, the magazine "Purchasing" secured an extremely interesting statement from Henry Ford, II on purchasing policy.

During the war years there were a number of companies in our industry whose purchasing policy of enlightened, cordial relations with suppliers paid extravagant dividends. There were some companies whose lack of policy or whose deliberate intent to take every petty advantage of a supplier reaped its just reward.

In more than 25 years of intimate association with many supply companies, we have been permitted to peep behind scenes and observe very clearly that in the long run the buyer rarely gains by thinking that he can browbeat, cheat or take advantage of a supplier. We have seen, also, with what meticulous care suppliers have guarded the interests of the buyer who met them half way on the basis of trust and fair business dealings. Following is the statement by Henry Ford, II on the purchasing policy of his company:

"We are as much interested in maintaining sound, basic relationships with our suppliers as we are with the customers who buy our products. A very real factor in these relationships is the one of profits. It is senseless to think that we can squeeze the profit margin of our suppliers without in turn being affected ourselves. One of our greatest assets can be a large group of supplying organizations who are alert, progressive, successful and money-making."

NEW PRODUCTS AND NEW PACKAGES

QUEEN HELENE COSMETICS have introduced Lucky Scent Golden Horseshoe bubble bath and pine bath crystals. This is an interesting package in that the bottle is designed for reuse and features a large horseshoe raised in the glass and accented in gold color. A gold band covers the throat of the bottle and the spherical top is filled with colored water to match the contents. A choice of four scents is available; Gardenia, Apple Blossom and Rose for the bubble bath and Pine Oil for the bath crystals.

McKESSON & ROBBINS have repackaged their large pound size of Albolene, unscented cleansing cream, in a new lithographed metal can. This can is decorated in a combination of delicate pastel colors, and according to the manufacturer was chosen because of its light weight, non-breakable properties and the decoration possible on the metal surface. An interrupted screw thread type closure is used.

JOHN HUDSON MOORE, INC. is introducing the MacKenzie pre-shave beard softener. This is a product which helps to "tenderize" the toughest whiskers by stripping them of the natural oil that surrounds them. It is a pleasantly scented liquid, cool mint green in color, and is packaged in a flask shaped bottle, capped with a bright red plastic seal.

MARIE EARLE has joined the gold rush in their new package for Golden Morn, a cream for dry, sensitive skins. The jar is covered with real gold leaf, and the Meritseal Cap is plated with 24 carat gold. The cap is made by the Crown Cork Specialty Corporation.

COTY'S CHYPRE talc is packaged in a slender eight-sided container made of Tenite plastic. The plastic container is marbleized with soft shades of green, blended into a background of light gray. A gold-colored push-bottom, safety closure tops the container. These containers are molded by the Detroit Macoid Corporation.

THE CENTAUR-CALDWELL DIVISION, Sterling Drug, Inc., is using an effective point-of-sale package for the Campho-Phenique first aid kit. This is an effective "topper" that ties up two packages of the kit and gives a quick vivid story of the use of this liquid antiseptic.

MYLAR PLASTICS CORP. is introducing Gladite, a new plastic cold molding powder. This is a freely flowing powder which requires no preheating, no preforming, no after-baking or finishing. Gladite can be molded in colors, which are black, red, buff, light gray, yellow, light blue and light green. This plastic has already been used on bottle caps.

BRODER INDUSTRIES have introduced a new lipstick container which they state is completely new and revolutionary. This is a 4-pin cup lipstick container said to be the first ever made. With this design, it is impossible for the container to go out of order because of a pin slipping under or over the spiral. The 4-pin cup also insures stabilization of the cup, eliminating wobble and does away with the bruising and shearing of the lipstick mass when the filler is propelled and repelled.

TONI'S 4 oz. cream shampoo jar will soon have a new cap design created by Harper Richards. The design has a pinwheel appearance and gives the effect of ribbons curving out from the center of the cap. This design is one of the few instances in which a cosmetic package has reversed the normal order of things and stimulated a fashion design in the apparel field. New York model, Edith Coe, has created a rather startling new hat using the Toni design.

ALFRED D. McKELVY COMPANY has announced two new Christmas packages. Seaforth's new Dual Set contains lotion and men's talc, or lotion and men's cologne, packaged in Duralite containers enclosed in a simulated alligator type wrap, which is again enclosed in an attractive set-up box. Seaforth's new 2-in-1 gift set contains shave lotion and men's talc in a genuine pigskin stud box, which has an after use appeal.

THE MEM COMPANY has abandoned their wood packages to return to paper containers. Their former label, which was a distinctive feature of the package and which was printed on silver pyroxilin paper, has been changed to an attractive chocolate brown and gold label with a high glossy finish, effectively tying box and content into a uniform package. The new label is designed and printed by R. M. Krause, Inc.

THE CHAP STICK COMPANY that had so much success in the lipbalm field has launched Chap-Ans, a hand cream for men. Surveys indicate that two out of three men use "something" for dry, chapped hands. Chap-Ans, antiseptic and specially medicated is masculinely packaged and boldly advertised is for a big but as yet undeveloped market.

Retailing at 60 cents the tube, the introductory deal includes six tubes packed as a unit plus two counter cards to permit double display on toilet goods or cigar counter.

CONTI PRODUCTS CORPORATION, New York are introducing a baby oil and a baby powder. Both contain olive oil. The Baby Oil bottle which contains six fluid ounces, is designed to fit the hand, with non-skid sides to prevent dropping. The Baby Powder is a finely textured white talc packaged in a handsomely designed metal despensing can with a protective shaker top. The can contains ten ounces. Both products are packaged in fifty cent sizes, fair trade minimum forty-three cents.

HIRESTRA LABORATORIES offers for the Holiday market its package containing a two ounce jar of Endrocreme's Face cream and a bottle of Endrocreme's hand beauty. The package will retail for Five dollars, plus tax.

The box cover is white embossed with gold snow flakes, red and gold holly script.

A new counter display carton is credited with speeding up impulse sales of Neocurtasal, the salt substitute, put out by WINTHROP-STEARNS INC. The display carton designed to occupy very small space on counters, holds six of the two-ounce size of the product.

The New Kimble "Opticlear" Vials

Lustrous... Sparkling... Elegant...

—and as serviceable as they are attractive!

• You must *see* the new Kimble "Opticlear" Vials to fully realize how beautiful they are! The flawless distribution of glass and the gemlike luster preclude distortion of product. The new Kimble stoppers afford complete protection to the vials' contents—add greatly to the containers' ethical appearance.

The new stoppers are of featherweight translucent plastic. They form such a tight seal with the vials' tooled necks that contents remain virtually moisture-free indefinitely. Continued re-use will not impair their sealing efficiency . . . yet opening and resealing require but slight effort.

You will want to see these new vials . . . to examine and test them. If you will let us know the sizes required for your product, we will be glad to send samples.

Specify Kimble for Assurance of Container Quality

KIMBLE GLASS TOLEDO 1, OHIO

Division of Owens-Illinois Glass Company

The "Champ"

is a GLAMOUR GIRL

A COMBINATION THAT CLICKS WITH THE CUSTOMERS

EFFICIENCY PLUS BEAUTY

These same qualities are responsible for Meritseal's appeal. Many of the nation's leading cosmetic manufacturers have selected Meritseal as a closure for their products, because of its trouble-free application on the production line and the way it gives a positive, air-tight seal. They like Meritseal's beauty too . . . the trim, clean cut lines and gay colors . . . and they like Meritseal's price. Volume manufacture and advanced fabricating processes enable us to effect production economies that mean worthwhile savings to users of Meritseal.

Your request will bring samples and full information promptly.

MeritSEAL —

CROWN CORK SPECIALTY CORP.
Division of
Crown Cork & Seal Company

MAIN OFFICE: DECATUR, ILL. • NEW YORK: 60 EAST FORTY-SECOND STREET • CHICAGO: 106 EAST CHESTNUT STREET
WESTERN REPRESENTATIVE: WESTERN CROWN CORK & SEAL CORPORATION . . . SAN FRANCISCO . . . LOS ANGELES

The bottle illustrated is A-4289 . . . an ideal selection for a liquid deodorant . . . the closure, one of our new decorative Empress line.

IT WORKS WONDERS . . .

the container that's *exactly* right for your product

A *selling* package must be suited to your product in every respect—the right size, the right shape, the right type of closure, *the right look!*

The stock Duraglas drug, chemical and toiletry line offers more than 1400 different bottles that are economical in original outlay, economical on the filling line. Among these you should find one that fills *your* product's special requirements.

Your distinctive label treatment assures your package individuality; the familiar O-I trade mark assures dependable strength, accurate capacity, long-lasting luster.

Let us help you select a Duraglas container and closure that will help to *sell* your product!

Duraglas TRADE MARK REG. U. S. PAT. OFF. CONTAINERS—Protectors of Quality

OWENS-ILLINOIS GLASS COMPANY, TOLEDO 1, OHIO Branches in Principal Cities

PRACTICAL BEAUTY

H-A cosmetic ware is so smartly styled, so handsome, that it not only sells your product but often gives it a permanent place on dressing tables.* Practical, too, for packing and shipping.

*Shown on the above dressing table, H-A opal jars and the new H-A tall cylinder.

Hazel-Atlas Glass Company • *Wheeling, W. Va.*

THE CATCH-COVER PACKAGE

by Sanitape-Sealtite

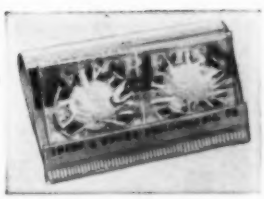
NEVER has sampling competition been so great —the bid for this buyer's market is being launched with every trick in the bag.

Your sample can win only if it is outstanding—in appearance, convenience, practicality and economy. The Catch-Cover Package is your answer. Consider it carefully on each of these counts—you will find that it is *tops* in the field. In addition, you have the important advantage of Contract Packaging. In our two superb plants, which have a capacity of 10,000,000 units daily, we handle your packaging efficiently, dependably and economically. Sanitape-Sealtite and the Catch-Cover Package is the direct answer to the demands of today's hard-hitting campaign.

Let Us Help You Produce a Winner

Sanitape-Sealtite

Attractive-
A compact, individual sample — beautiful, light, packaging materials reflect ethical cleanliness.



Convenient-
Carried easily in handbag or vest pocket, or safely kept in drawer or medicine chest.

Practical-
A complete, miniature package with product, product-name, directions and firm name presented together.

Economical-
Less expensive than any other satisfactory packaging. Let us give you details of our Contract Packaging operation.

IVERS-LEE COMPANY · 215 CENTRAL AVE · NEWARK · N. J.

UNIT PACKAGING

Sanitape-Sealtite is a unique method for packaging pills, tablets, capsules, creams and powders, by which each unit or unit-dose is sealed in its own air-tight compartment—assuring complete protection and maintained efficacy. Packages, machines and methods fully covered by U. S. and Foreign Patents and Patents Pending.

Peaks of confidence...

WHEN you seal your products with an Anchor Plasticap, it builds confidence. It looks dependable . . . and it is. The Anchor Plasticap provides a dependable, airtight, leak-proof seal. Its sealing efficiency is due to its patented liner retaining ledge and recess which keep liners firmly in place; permit use of full size liners completely covering the sealing surface; prevent buckling, creeping and breakage; keep liners flat; and let liners rotate freely. You can be confident that the Anchor Plasticap will protect your products until they are entirely used.

Anchor
CONTAINERS and CAPS

PRODUCTS OF
ANCHOR HOCKING GLASS
CORPORATION
LANCASTER, OHIO

As seen from majestic Lookout Mountain, the T.V.A. project builds confidence in America's ability to go forward.

IT'S *Anchor Plasticaps*
FOR THE PEAK OF CONFIDENCE

It's *Glass* for quality...

UNIFORM quality, purity and strength . . . your biggest assets, you'll agree. To guard and preserve them you pack in inert glass. These assets are all important to us, too. At every step, we watch and guard the quality of Anchorglass containers . . . through scientific research, engineering and design . . . selection of raw materials . . . exacting controls over manufacturing processes. As a result, Anchorglass containers are accurate in capacity and finish, light in weight, yet uniformly strong . . . easily take the knocks of filling, capping, labeling and shipping . . . giving quality protection to your quality products.

Anchor
CONTAINERS and CAPS

PRODUCTS OF
ANCHOR HOCKING GLASS
CORPORATION
LANCASTER, OHIO

AND IT'S *Anchorglass*
FOR MAXIMUM QUALITY

YOUR BRAND STANDS OUT

Glistening foil cartons reflect light . . . spotlight themselves on shelves and counters . . . give your product a high-quality appearance that attracts impulse sales.

in Cartons by UNITED

Yes . . . on retail shelves and counters, where competition's keen, your brand *stands out* when it's packaged in eye-catching cartons by United. Fresh designs, new uses of color are skilfully combined by United artists to achieve great attention value . . . lively sales appeal and a compelling impression of high quality. Your product—whether it's in United's attractive regular cartons or in the beautiful, gleaming *foil* cartons—will gain more impulse sales . . . more satisfied consumers . . . more repeat business . . . greater profits. Sturdy United construction assures dependable protection. Designed to save time and labor costs in setting up by hand, engineered for trouble-free, high-speed filling and closing by machine.

Our packaging engineers will gladly show you—without obligation—how a custom-designed carton by United can speed your turnover and increase your profits. Write United today for information and samples.

UNITED BOARD & CARTON *Corporation*

Folding Cartons and Paper Specialties • FROM PULP TO FINISHED PRODUCT

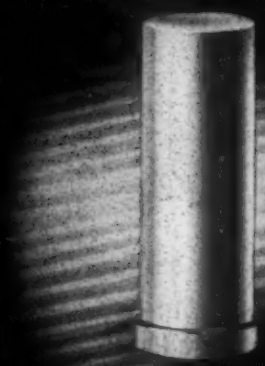
285 MADISON AVENUE • NEW YORK 17, N.Y.

BOARD MILLS
Lockport, N.Y.; Thomson, N.Y.; Urbana, O.

CARTON PLANTS
Victory Mills, N.Y.; Syracuse, N.Y., Brooklyn, N.Y.; Cohoes, N.Y.; Springfield, O.

Broder does it again

COMPLETELY REVOLUTIONARY



PRECISION PROPULSION

4 PIN CUP SWIVEL LIPSTICK CONTAINER*

Wholly different from anything ever made

Fool-proof mechanism as accurate and velvet-smooth as a precision watch movement

ALWAYS

- Eliminates cup wobble.
- Prevents shearing and taking off sheen of filler.
- Completely locked in four places at all times.
- Cup rides on 4 pins on a double track.
- No jamming — Pins cannot slip out of track
- Eliminates returns due to faulty or defective mechanism.

Plus BRODER patented Free Wheeling . . . the cup which rides up or down ONLY when the cap is off. Gives you a NON-SMUDGE CAP.

In Rich Low DeLuxe All-Polished Brass protected by a Startling New NON TARNISH Lacqeur

LOOKS BETTER . . . WORKS BETTER . . . COSTS LESS

PHONE . . . WIRE . . . WRITE

BRODER INDUSTRIES

INCORPORATED

*Pat. Pdg.

55 FERRIS STREET, BROOKLYN 31, N. Y. · MAin 4-3772

Why
PLASKON MOLDED COLOR
IS USED FOR THESE
DISTINCTIVE COSMETIC ITEMS

Vivid Color

Strong Eye Appeal

● "Lightweight, luxurious, yet sensibly priced" is the descriptive selling copy used by the Richford Corporation for its beautiful toilet fittings shown here. They're Plaskon Molded Color . . . in ivory or cherry red . . . and they've got powerful eye-appeal to stimulate sales from dealers' counters. Extremely important, too, is the ability of Plaskon Molded Color to resist the solvents, corrosives, and other harmful substances to which these toilet articles might be subjected in daily use.

Experienced Plaskon field men, long associated with the industry, will help you adapt Plaskon Molded Color to your manufacturing and merchandising needs.

These Plaskon Molded Color toilet fittings are produced by Norton Laboratories, Lockport, N.Y., for the Richford Corporation, New York, N.Y.*

*Reg. U.S. Pat. Off.

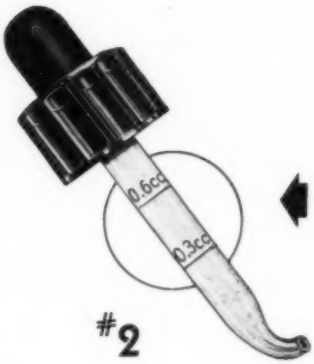
Resistance to Oil, Greases, Solvents

See the interesting
PLASKON
EXHIBIT
Space 54 and 55
Third National
Plastics Exposition
Grand Central Palace
New York,
Sept. 27-Oct. 1

PLASKON DIVISION
LIBBEY • OWENS • FORD GLASS COMPANY
2110 Sylvan Avenue, Toledo 6, Ohio
In Canada: Canadian Industries Ltd., Montreal, P.Q.

PLASKON
TRADE MARK REGISTERED
MOLDED COLOR

New Perfection DROPPING PARTS



#2

ACCURATELY CALIBRATED In Any Color

#1

#3

#4

This Inexpensive EXTRA FEATURE Adds A Welcome Convenience To The Use of Your Product

Accurate calibration of New Perfection dropper glasses adds immeasureably to the user's satisfaction with your product. Not only is the specified dose measured with more precision, but the tedious and time-wasting practice of counting drops is made unnecessary.

Trade-marks or firm names may also be imprinted on the glass, assuring that the name will be identified with the product each time it is used.

We can supply bulbs in natural rubber or oil-resisting Amekine, caps of plastic or metal in many sizes and colors, and various types of dropper glasses in any length. New Perfection dropping parts will fit your own bottles, or can be supplied in combination with our Modernistic bottles in Amber, Blue, Green or Clear glass. Sizes: 2 cc, ⅛, ¼, ½,1 and 2 oz.

Write for Samples and Quotations

PENNSYLVANIA GLASS PRODUCTS CO. INC.

"Glass Goods of the Better Kind"

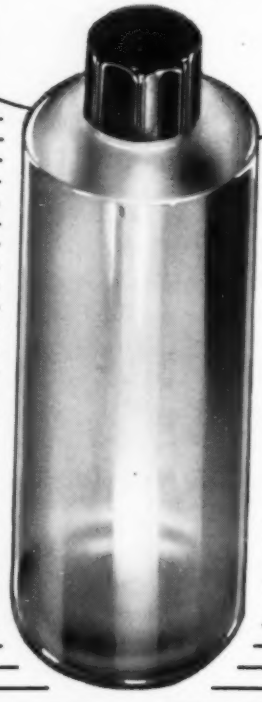
428-432 NORTH CRAIG ST. • PITTSBURGH 13, PA., U. S. A.

FOUR OUTSTANDING STOCK BOTTLES

available in all popular sizes

N-30

P-45



L-33

C-39

Here's the short cut to smart packaging—an artistically designed Swindell stock bottle plus your distinctive label.

Shown here are four of the many stock bottles available for quick delivery in popular sizes ranging from ⅛ ounce to 16 ounces.

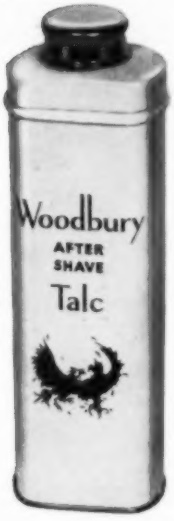
SWINDELL BROS., BALTIMORE, MD.
200 FIFTH AVENUE, NEW YORK
ROBERTO ORTIZ, HAVANA, CUBA

When you think of bottles think of

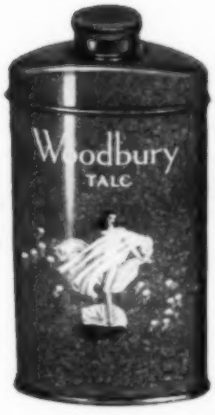
Swindell

"National Can is as near as your telephone"

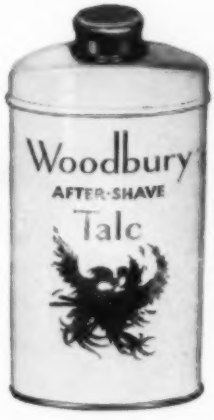
A GOOD PRODUCT DESERVES



A GOOD



CONTAINER



...USE NATIONAL CAN

When considering the packaging of your product, be sure to choose lithographed metal containers for full protective and sales-promotional possibilities. Make certain that your container design is distinctive as well as colorful . . . that the materials and construction are durable. Take full advantage of the permanent sales appeal and product identification made possible only by skillful lithography.

When selecting a container supplier, consider the advantages you get by using National Can. With nearly fifty years of experience in the manufacture of lithographed metal containers, National Can will help you build your container around your product. From advising on size and shape of the container to origination and layout of the illustration, colors and photography, National Can specialists stand ready to render complete, personalized service.

Quality products are better promoted and protected by quality containers. And for quality containers, there's no better source than National Can. Obtain full details by telephoning our nearest sales office or plant.

6902

NATIONAL CAN
CORPORATION

Executive Offices: 110 EAST 42nd STREET, NEW YORK 17, N. Y.

Sales Offices and Plants in: Baltimore, Md. • Indianapolis, Ind. • Chicago, Ill. • Maspeth, N. Y. • Hamilton, Ohio • Canonsburg, Pa. • Boston, Mass. • St. Louis, Mo.

BRIDGEPORT

Metal Cosmetic Containers

Caps and Closures

Perfume and cosmetic manufacturers for more than a quarter of a century have recognized the precision craftsmanship of Bridgeport Metal Cosmetic Containers.

The consistent uniformity and beauty of our products has resulted in many leading manufacturers remaining as consistent users of Bridgeport Metal Containers.

When you are again planning a product that requires an original design be sure to examine the fine precision and decorative beauty of Bridgeport Products.

Bridgeport Produces

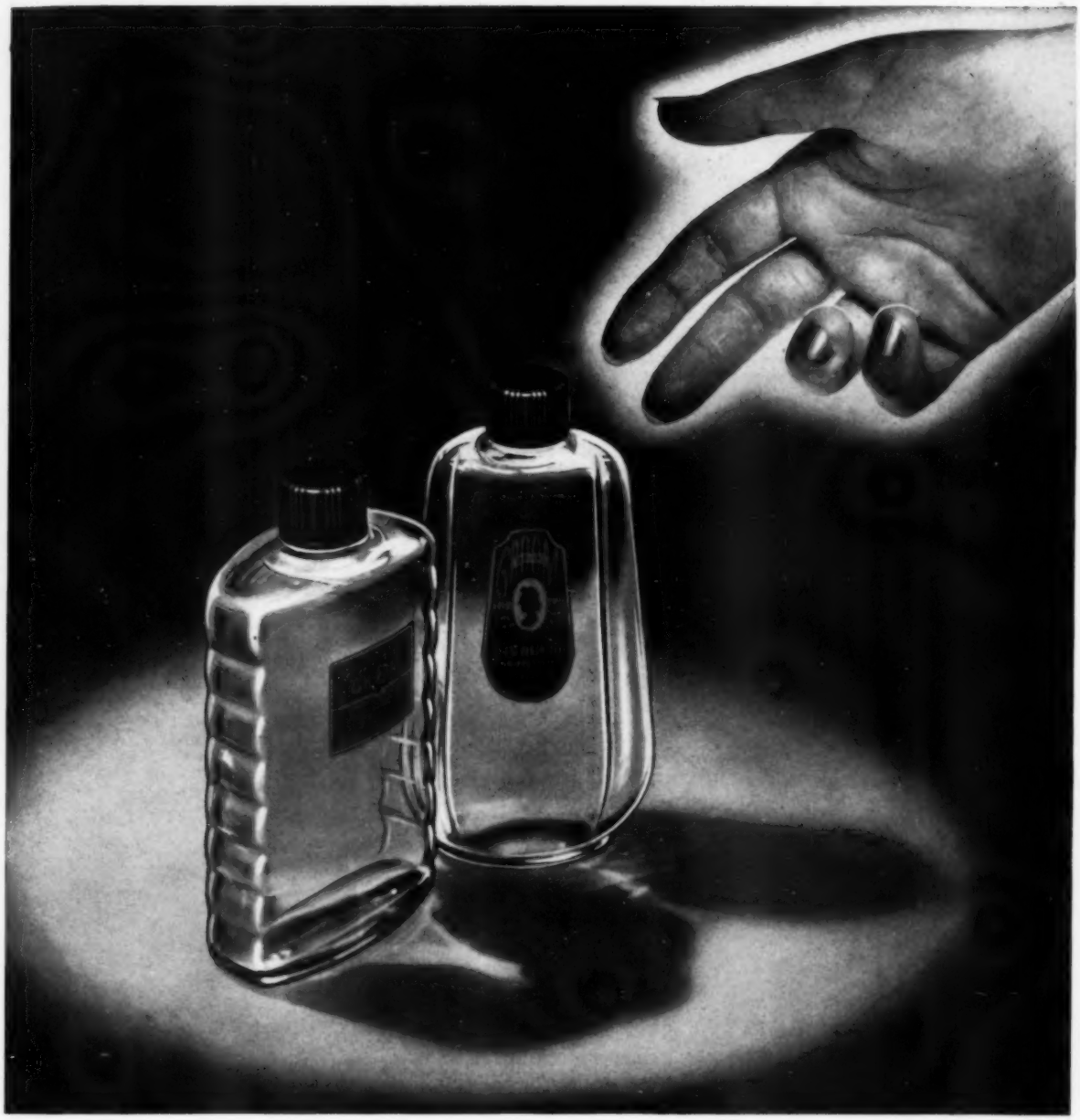
- Vanities
- Jar Caps
- Bottle Caps
- Lipstick Containers—Swivel, Slide, Automatic
- Dry and Paste Rouge Cases
- Powder Boxes
- Perfume Vial Cases and Caps
- Lip Brushes
- Drawn Talc Containers
- Miscellaneous Make-up Cases and Other Metal Specialties

THE BRIDGEPORT METAL GOODS MFG. CO.

Established in 1909

BRIDGEPORT, CONN.

PHONE: BRIDGEPORT 3-3125



SALES OFFICES

KANSAS CITY
DETROIT
CHICAGO
CLEVELAND
MILWAUKEE
CINCINNATI
LOUISVILLE
ST. LOUIS
ATLANTA
ST. PAUL
NEW YORK
MEMPHIS
HAVANA, CUBA

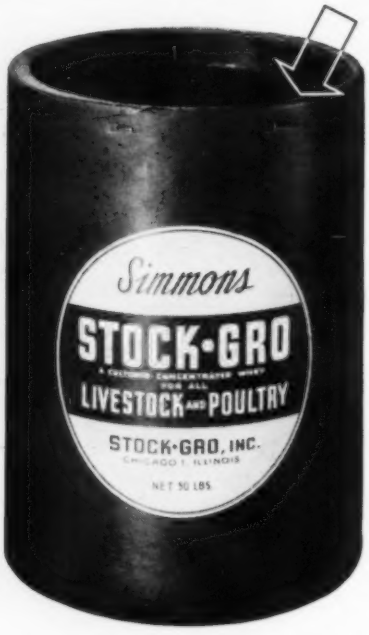
FOSTER·FORBES

Cosmetic Bottles

FOSTER-FORBES GLASS COMPANY, MARION, INDIANA, U.S.A.

Simmons STOCK-GRO solves tough packaging problem...

THIS fits into THIS!



Every packaging problem is admittedly different. But no matter how different or difficult yours may be—there's a strong chance that VISQUEEN *film can help you lick it. For speedy cooperation—write today!*

VisQueen*

FILM ELIMINATES COSTLY STEEL DRUMS!

Suppose you had a product like this. It's a highly nutritious milk by-product animal feed containing 66% solids, 38% milk sugar and 12% lactic acid. You want to ship it in husky 50 lb. batches—and you're looking for a better, cheaper way to package it.

O. K. You try everything. Nothing pans out. Then—you try a bag made of VISQUEEN* film—inserted in a strong paper container. It looks good.

So you give it the "third degree". Is it moisture-tight? You hang up a water-filled bag of VISQUEEN film—let it hang for months and months—without the slightest leakage! Is it strong enough to stand the slam-bang risks of shipping? 50 lb. bags filled with Simmons Stock-Gro are repeatedly dropped from 10-ft. heights. The paper outer wrap breaks once in a while, but the VISQUEEN film holds firm without breaking—and no loss of product!

Tests prove VISQUEEN film is pure, tasteless, odorless—important to you because hogs, turkeys and chicks will eat Simmons Stock-Gro the so-called "Free Choice" way—right out of the container. You find it's flexible, easy to seal. You're impressed with the savings in cost per package. And that's *all* you need to know—your problem is solved!

PURE
TASTELESS
ODORLESS

VisQueen* FILM

A PRODUCT OF THE VISKING CORPORATION
PRESTON DIVISION, P.O. BOX 1410 B, TERRE HAUTE, INDIANA

*T. M. The Visking Corporation

These are some of the tough problems SCOVILL made into polished "salesmen"

They come from drug, cosmetic and pharmaceutical manufacturers. Problems in container design, problems in production. Scovill's Cosmetic Container Division *welcomes* them . . . is, in fact, constantly *on the alert* for the new and challenging.

Scovill stock items, however, include an unusually large selection of bottle caps and containers in both plain and highly finished metals, available in quantities. Among these you may find a ready answer to *your* tough problem.

Mail coupon below, checking the item or items which parallels your needs, so that Scovill can tell you more. SCOVILL MANUFACTURING COMPANY, Drug and Cosmetic Container Division, Waterbury, Conn.

the majority of the brands in leading stores have **SCOVILL-MADE** containers

SCOVILL MANUFACTURING COMPANY
Drug and Cosmetic Container Division
63 Mill Street, Waterbury 91, Conn.

Please send full details concerning your design and manufacturing facilities. I am interested particularly in the production of

	Containers for:	
☐ Bottle Caps	☐ Toothbrushes	☐ Serum Clamps
☐ Jar Caps	☐ Shaving Brushes	☐ Bail Bands
☐ Lotion Pumps	☐ Soap	☐ Inhalers (cases)
☐ Perfume Stands		☐ Bottle Holders

My problem is none of the above but .....

.....

NAME .....

COMPANY .....

ADDRESS .....

CITY ..... ZONE ..... STATE .....

METAL CONTAINERS TO THE TRADE

- VANITY CASES • LIPSTICK HOLDERS (all types)
- DRY AND PASTE ROUGE CASES
- POWDER BOXES • POWDER BOX COVERS
- JAR CAPS • PERFUME VIAL CASES AND CAPS

METAL SPECIALTIES TO ORDER

MAJESTIC METAL SPECIALTIES, Inc. Moosup, Conn.
ESTABLISHED 1916

SALES OFFICE
292 FIFTH AVENUE, NEW YORK 1, N. Y.

"SQUEEZABLE"

Clearsite*

polyethylene vial by Celluplastic

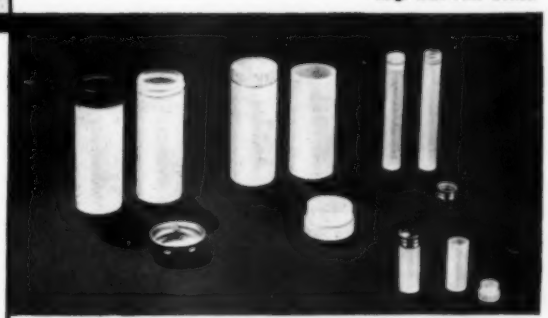
*Reg. U.S. Pat. Office

Clearsite flexible polyethylene and rigid polystyrene vials

are available in a complete range of stock sizes

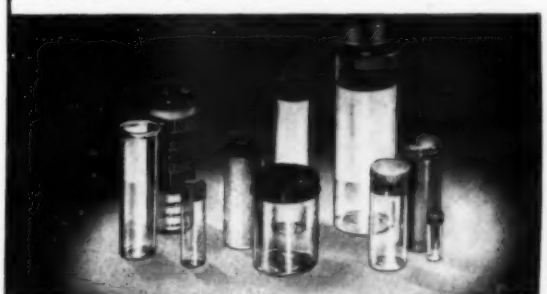
The deodorant container above illustrates one of many uses of Clearsite "squeezable" polyethylene vials. These vials, together with Clearsite rigid polystyrene vials, come in a complete range of stock sizes. Dependable uniformity for line production. All colors. Special sizes and shapes to order. Straight, threaded and beaded necks. All types of closures. . . . Clearsite vials are also produced in cellulose acetate, cellulose acetate butyrate, ethyl cellulose and all other thermoplastics. Use Clearsite vials to display, protect and *dramatize* your product. Write Celluplastic for samples, literature, additional information.

Sizes	Approx. Outside Diam. Length in M.M.	Screw Caps C.C.A. Standard M.M.
⅝" x 1¼"	12 mm x 30 mm	10
⅝" x 2"	12 mm x 50 mm	10
⅝" x 3"	12 mm x 75 mm	10
¾" x 2"	15 mm x 50 mm	15
¾" x 3"	15 mm x 75 mm	15
¾" x 3⅝"	15 mm x 92 mm	15
⅞" x 2"	17 mm x 50 mm	18
⅞" x 3½"	17 mm x 88 mm	18
⅞" x 2"	21 mm x 50 mm	22
⅞" x 3⅝"	21 mm x 92 mm	22
1" x 2½"	25 mm x 62 mm	26
1" x 3½"	25 mm x 88 mm	26
1" x 6⅝"	25 mm x 166 mm	26
1" x 2"	28 mm x 50 mm	30
1" x 3"	28 mm x 75 mm	30
1" x 4"	28 mm x 100 mm	30
1¼" x 2"	36 mm x 50 mm	38
1¼" x 3"	36 mm x 75 mm	38
1¼" x 4"	36 mm x 100 mm	38
1¼" x 6⅝"	36 mm x 166 mm	38
1¾" x 3"	45 mm x 75 mm	48
1¾" x 5"	45 mm x 125 mm	48



CLEARSITE FLEXIBLE POLYETHYLENE VIALS

"Squeezable". Complete range of colors. 75% lighter than glass. Non-breakable. Translucent and opaque. Tasteless. Odorless. Not affected by alkalis, acids or alcohols. Can be printed in 1, 2, 3 and 4 colors.



CLEARSITE RIGID POLYSTYRENE VIALS

Sparkling, crystal-clear and gem-like colors. 70% lighter than glass. Shatterproof. Transparent, translucent and opaque. Tasteless. Odorless. Not affected by alkalis, alcohols or weak acids. Permanent label imprinted during manufacture.

"AMERICA'S #1 SOURCE FOR PLASTIC CONTAINERS"

36 Ave. L, Newark 5, N. J. • New York Office: 630 Fifth Ave.
Circle 6-2425 • Representatives in principal cities.

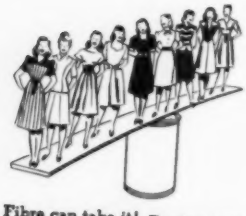
Celluplastic CORPORATION
Established 1919

Uncanny Facts

A whole sheep... in a can! In Paris, in 1852, an entire sheep was packed in a huge can just to prove that it could be done!

Thar's nutrition in them thar juices! Housewives are urged to use the fluids which are found in canned foods. In this way it's possible to benefit from all the value of food packed in cans.

The power of suggestion! Continental's suggestion system pays employees for new ideas to improve operations, machinery, products or services. Many improvements have come from this source.



Fibre can take it! They're light in weight but extremely strong, these Continental fibre shipping drums. They're made to ship up to 400 pounds of dry, bulk products.

You've never seen a whole sheep in a can. But we'll bet you have seen lamb stew -- and enjoyed it, too! And ham, and roast beef, and corned beef hash -- all packed in cans.

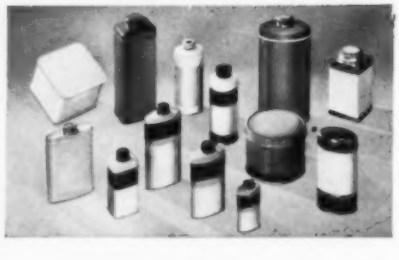
Back in 1852, meat canning was just out of the experimental stage. (That year Sir Edward Belcher took "preserved meat" with him on an arctic expedition.) Today, 25 or more varieties of meat, from beef stew to Vienna sausage, are packed in cans.

Continental has done its part to help the meat-packing industry grow. Through research and cooperation we hope to do even more. That goes, too, in making paper cups and containers, fibre drums, plastics, and crowns. Which is why our customers agree: "The bigger the family... the better the service."

The bigger the family...

CONTINENTAL CAN COMPANY

...the better the service!



We're spot-lighting this national ad in hopes you'll get to know us better. In your field, Continental's in the spot-light with the finest containers money can buy.

Now available are: Round, oval and oblong cans with various styles of sifter closures—attractively lithographed with your own design.

KODACHROME BY MITCHELL BLISS

Unusual designs . . . our usual business!

Unusual, distinctive designs—prime requisite for that instant customer acceptance so necessary to the sale of lipsticks—are often thought to be impossible to make or prohibitive in cost. At **Plume & Atwood,** difficult-to-make containers as well as standard types are produced daily by the thousands . . . and at reasonable cost . . . for many of the country's leading cosmetic houses. If you want a lipstick container that's **new and different**—whether a simple push-up or an elaborate swivel; whether enameled, polished, formed or embossed—call or write **Plume & Atwood.**

Plume & Atwood
MANUFACTURING COMPANY
WATERBURY • CONNECTICUT

CHLORINATED AROMATICS

Important to many processes as intermediates and solvents in the production of Pharmaceuticals, Dyes, Fungicides and Organic Chemicals.

CH_2Cl	$COCl$	CCl_3
BENZYL CHLORIDE	**BENZOYL CHLORIDE**	**BENZO-TRICHLORIDE**
Chlorinated Benzaldehydes	Chlorinated Benzotrichlorides	Chlorinated Benzyl Chlorides
Chlorinated Toluenes	Chlorinated Benzoyl Chlorides	Chlorinated Benzoic Acids

Ortho and Para chloro, 2,4 and 3,4 Dichloro, as well as several higher chlorinated derivatives, are also available.

Technical literature covering properties, specifications and shipping details will be mailed promptly on request.

PUT THE PLUS IN YOUR PROCESS

+

- **... Constant source of supply.**
- **... Production control through uniformity.**
- **... Exacting specifications—assured quality.**
- **... Extensive facilities of 5 modern plants.**

Serving Industry Through Finer Chemicals

HEYDEN CHEMICAL CORPORATION

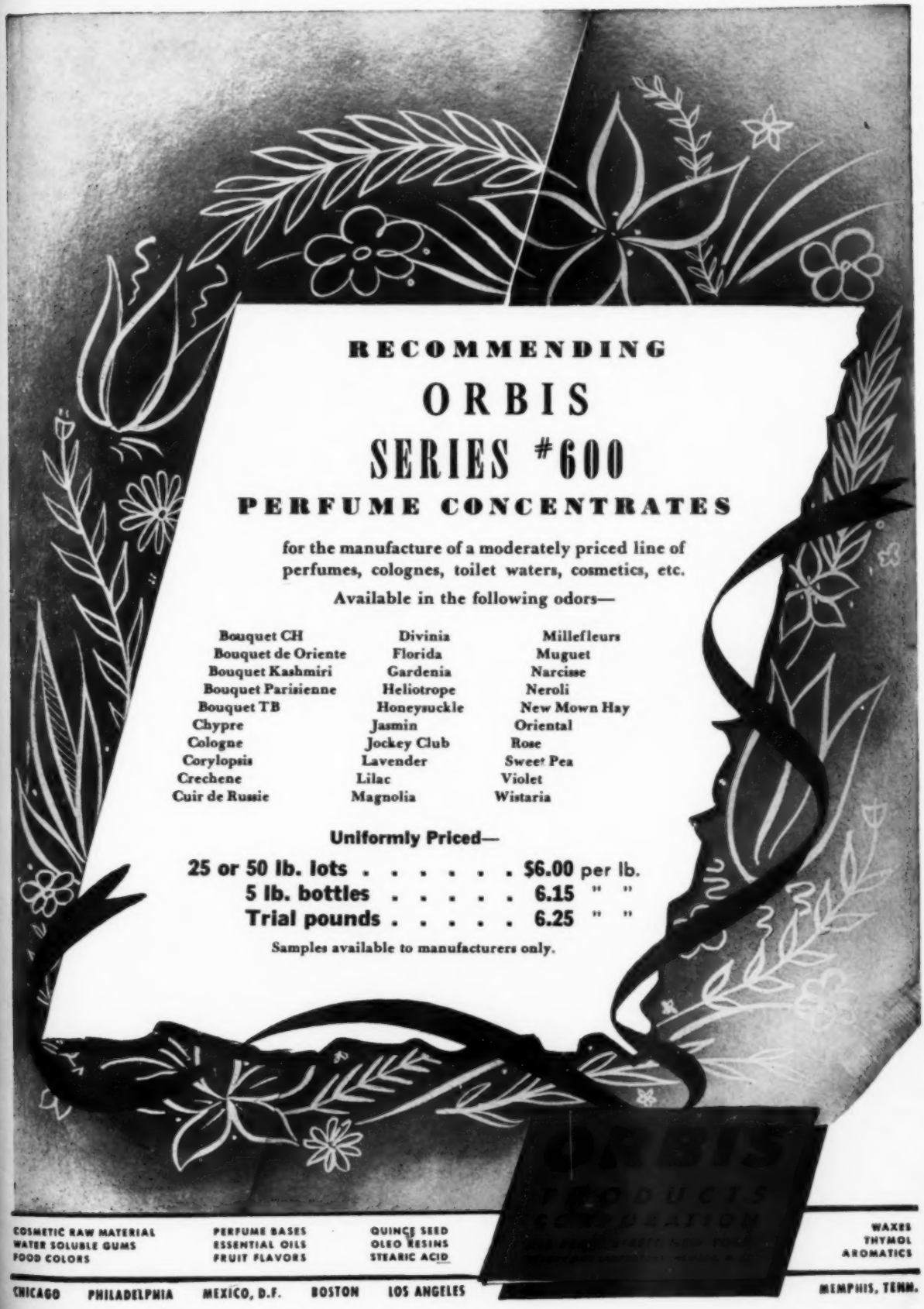
[illegible] SEVENTH AVENUE, NEW YORK 1, N. Y.

CHICAGO OFFICE, 20 North Wacker Drive

PHILADELPHIA OFFICE, 1700 Walnut Street

Benzaldehyde • Benzoates • Benzoic Acid • Benzyl Chloride • Bromides Chlorinated Aromatics • Medicinal Creosotes • Formates • Formaldehyde Formic Acid • Glycerophosphates Medicinal Guaiacols • Hexamethylenetetramine • M. D. A. (Methylene Disalicylic Acid) • Paraformaldehyde • Parahydroxybenzoates Penicillin • Pentaerythritols • Salicylates

FINE HEYDEN CHEMICALS



RECOMMENDING

ORBIS

SERIES #600

PERFUME CONCENTRATES

for the manufacture of a moderately priced line of perfumes, colognes, toilet waters, cosmetics, etc.

Available in the following odors—

Bouquet CH	Divinia	Millefleurs
Bouquet de Oriente	Florida	Muguet
Bouquet Kashmiri	Gardenia	Narcisse
Bouquet Parisienne	Heliotrope	Neroli
Bouquet TB	Honeysuckle	New Mown Hay
Chypre	Jasmin	Oriental
Cologne	Jockey Club	Rose
Corylopsis	Lavender	Sweet Pea
Crechene	Lilac	Violet
Cuir de Russie	Magnolia	Wistaria

Uniformly Priced—

25 or 50 lb. lots	$6.00	per lb.
5 lb. bottles	6.15	" "
Trial pounds	6.25	" "

Samples available to manufacturers only.

COSMETIC RAW MATERIAL
WATER SOLUBLE GUMS
FOOD COLORS

PERFUME BASES
ESSENTIAL OILS
FRUIT FLAVORS

QUINCE SEED
OLEO RESINS
STEARIC ACID

WAXES
THYMOL
AROMATICS

CHICAGO PHILADELPHIA MEXICO, D.F. BOSTON LOS ANGELES MEMPHIS, TENN.

Penicillin by Baker

READY FOR YOUR LABEL

Are you a drug or pharmaceutical company desiring a dependable source of Penicillin in vials and cartridges under your private label, or in bulk for processing into various dosage forms? If so, you will find this message of particular interest.

We are currently producing all the popular types and package sizes of Penicillin. We are able to meet the most exacting specification of the pharmaceutical manufacturing industry. Since we do NOT manufacture Penicillin under the Baker label for domestic sale, we would not be competing with you.

Your company may lack Penicillin plant facilities, and yet you may need to be sure of an adequate supply of one or more types of Penicillin. Our company, known for its chemical precision for nearly half a century, can answer this need.

Inquiries are invited. Address: *Fine Chemical Division*, J. T. Baker Chemical Co., Phillipsburg, New Jersey.

Baker's Chemicals

C. P. ANALYZED • FINE • INDUSTRIAL

NEWS...

Douglas Named Remensnyder Assist.

Heyden Chemical Corporation has announced the appointment of Charles

C. V. DOUGLAS

V. Douglas as assistant to the vice president in charge of sales.

Mr. Douglas who has been associated with Diamond Alkali Company and its subsidiaries for 26 years, will assist vice president J. P. Remensnyder.

Merck Latin American Conference

Central and South American representatives of P. W. R. Export Corp., export subsidiary of Merk & Co., met in Lima, Peru, for five days starting August 23 for a five-day Latin American sales conference. Representatives discussed marketing fine chemicals in Latin America under present stringent import regulations. Import subjects were distribution of streptomycin and penicillin in 1949, and credit and sales terms under current dollar shortages. John M. Keene, Jr., field sales manager, attended the conference, accompanied by George W. Weimer, advertising manager.

Dr. Day Wins Award

Dr. Paul L. Day of the University of Arkansas, whose pioneer research led to the discovery of Vitamin M for the treatment of pernicious anemia won the 1948 Midwest Award of the St. Louis Section of the American Chemical Society.

Dr. Day, who is head of the biochemistry department in the University of Arkansas School of Medicine, received the gold medallion award at a special ceremony in the Jefferson Hotel September 5, in connection with the opening of the Midwest session of the 114 national meeting of the Society.

Howard on Pneumatic Scale Board

Stanley R. Howard has been appointed to the board of directors for Pneumatic Scale Corporation, Ltd., Quincy, Mass. Mr. Howard has been with the Company since he graduated from Harvard in 1910.

Chief engineer for many years, Mr. Howard was elected vice president of the company last March and has taken an active lead in all research, invention and development in the design and application of automatic equipment for the packaging and bottling industries.

Douglas Heads Bourjois

Paul H. Douglas has been elected president and general manager of

PAUL DOUGLAS

Bourjois Inc., it has been announced by Pierre Wertheimer, chairman of the board.

Mr. Douglas has been associated with the company for many years and was formerly executive vice president and general manager.

Mosedale Transferred

The Package Machinery Company has made known that Harold Mosedale, of its New York sales staff, has been transferred to the East Longmeadow, Mass., factory in charge of production control.

Named Head of Chanel Inc.

Pierre Werthe'mer, chairman of the board of directors of Chanel, Inc., has

H. GREGORY THOMAS

made known the election of H. Gregory Thomas as president of Chanel. Mr. Thomas has been associated with Chanel as a director for some time.

New Roche Advertising Mgr.

Robert A. Hardt, director of sales and advertising, Hoffmann-La-Roche Inc., has announced the appointment of Ira Contant as advertising manager, specialties division. Mr. Contant has been associated with the advertising department of Hoffmann-La Roche for thirteen years.

Verley Heads Return From European Trip

David Bennett and E. J. Strobl of Albert Verley & Company, of Chicago and New York have returned from an extended visit to Europe.

The principle purpose of the trip was to complete arrangements for the expansion of the company and lay groundwork for an international organization.

According to Mr. Bennett satisfactory arrangements have been reached.

• This flint glass, machine made bottle is one of the newest Carr-Lowrey numbers. It is identified as style No. 431 and is ideally suited for the better quality perfumes and cosmetics.

A Carr-Lowrey representative will give you full information about this number or suggest other containers from our wide variety of stock designs.

CARR-LOWREY GLASS CO.

Factory and Main Office: BALTIMORE 3, MD. • *New York Office:* 500 FIFTH AVENUE • *Chicago Office:* 1502 MERCHANDISE MART

Fauser Heads Colonial Dames

Erwin F. Fauser, formerly president and general manager of William R. Warner & Co., and prior to that president and general manager of Frederick

ERWIN F. FAUSER

Stearns & Co., has acquired an interest in Colonial Dames, Inc., Hollywood, Calif., and been named president of that firm. He succeeds H. P. Willats, president of the firm for 33 years, who is now chairman of the board.

CIBS Luncheon

At the the August meeting of the CIBS, Dr. Percy C. C. Isherwood, president of W. J. Bush & Company, who is in this country on a visit from England, was guest of honor and speaker.

Merck Expands Canadian Plant

Work is in progress on a new $1,000,000 plant expansion program at Valleyfield, Quebec, undertaken by Merck & Company of Canada to provide enlarged facilities for producing streptomycin and penicillin, and for developing products not yet manufactured in Canada.

According to R. I. Hendershott, president, plant additions under construction include an administration and development building, a sterile techniques building, and a maintenance shop. Completion of the four buildings is expected by the end of 1948.

Named Gen. Mgr. of Kimble Glass Division

Stanley J. McGiveran, vice president of Owens-Illinois Glass Company, Toledo, has been appointed general manager of the company's Kimble Glass division. He has been associated with the company since 1927 and has taken a leading part in the development of quantity production of television bulbs.

Thomas in New Mathieson Post

Frank W. Thomas, Jr., has been named assistant general manager of sales of Mathieson Chemical Corporation, E. E. Routh, vice president and director of sales has made known.

Mr. Thomas was born in Topeka, Kansas, in 1909. He first joined the Mathieson firm in 1938 as a sales representative a position he held until he entered the Navy in 1943. After spending two years in the Central and South Pacific areas as a Lieutenant, Mr. Thomas rejoined the Company in 1946.

Heming on S.K.F. Staff

Smith, Kline & French Laboratories have announced the appointment of Dr. Arthur E. Heming, formerly of Johnson & Johnson de Argentina and Brazil, as a research biochemist in the research laboratories.

In his new position Dr. Heming will be responsible for organizing and initiating fundamental biochemical research in the development of new SKF ethical pharmaceutical specialties.

Darr With Printon Corp.

Charles W. Darr, for many years an executive of Harriet Hubbard Ayer, Inc., is now associated with Printon Corporation, 304–10 E. 23 St., New York, in the capacity of sales representative. The Printon Company covers a broad field in plastic film packaging.

ADMA Sections Set Meeting Dates

The medical and legislative sections of the American Drug Manufacturers Association will meet at Hot Springs, Va., November 1 and 2, and the production and engineering section will meet at French Lick Springs, Ind., November 11 and 12, it has been made known by Carson P. Frailey, executive vice president of the association.

The medical and legislative sections will meet jointly during the morning of November 2 for a consideration of problems of both sections.

Chesebrough Appoints Casler Export Mgr.

The Chesebrough Manufacturing Company, has appointed Howard E. Casler export manager. Mr. Casler who was formerly acting export manager, has been with the company since 1946. He was previously associated with the sales department of Proctor and Gamble Distributing Company, Newark, N. J.

Dietz Labs Formed

The Dietz Laboratories, Inc., recently organized by Elmer C. Flint and associates have purchased the assets of Chas. H. Dietz, Inc., which has

E. C. FLINT

been located in temporary quarters at 2133 Franklin Ave., St. Louis, Mo., since the plant was partially destroyed by fire in January.

Mr. Flint, a pharmacist was general manager and later president of Chas. H. Dietz, Inc., has been identified with the pharmacy field in St. Louis since 1918, beginning his career as St. Louis district manager for Eli Lilly & Co., with whom he was associated for twelve years.

Sutton in New Post

David Sutton has been appointed director of domestic sales at Kremers-Urban Company, Milwaukee, Wis. Prior to service with Army Intelligence in World War II, he was vice president and sales manager of the American Felsol Company. More recently he was a division sales manager with Commercial Solvents Corporation.

Monsanto Consolidates Lockport Plant

Monsanto Chemical Compnay has made known that its Lockport plant would be moved to the company's plastics division at Springfield, Mass., to assure greater efficiency in its manufacturing operations.

John Garrels, plant manager at Lockport, N. Y., said the move hinged upon the completion of a new unit at Springfield for the production of formaldehyde. In moving the plant to Springfield, all key personnel will be transferred but the Merritt-Monsanto operation, which is a subsidiary of Monsanto, will remain in Lockport and will be completely unaffected by the change.

COLUMBIA

SODIUM
BICARBONATE
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Conforming in every respect to U. S. P. standards and the requirements of drug and cosmetic manufacture. Powdered or granular forms, uniform in particle size. Pittsburgh Plate Glass Company, Columbia Chemical Division, Fifth Avenue at Bellefield, Pittsburgh 13, Pennsylvania.

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PAINT • GLASS • CHEMICALS • BRUSHES • PLASTICS

PITTSBURGH PLATE GLASS COMPANY

Monsanto Appointments

Robert U. Haslanger, newly appointed assistant to the general manager of the Western division of Monsanto Chemical Company in Seattle, has assumed his duties in that city.

Mr. Haslanger, who has been an assistant to the president since July 1947, becomes assistant general manager of the Western division with the retirement March 1, 1949 of the present general manager, H. P. Banks. Mr. Banks will be succeeded by I. C. Smith.

A chemical engineer, Mr. Haslanger is a graduate of the University of Wisconsin. He joined Monsanto in 1939, serving five years in the company's plastics division research department at Springfield, Mass., and as an engineer in the development department at St. Louis.

Mr. Haslanger will be succeeded in St. Louis by James B. Irwin, Jr. who is at present supervisor of the chlorine department at the Company's Monsanto, Ill., plant.

Tauger Joins Braun Co.

W. Braun Company, supplier in the glass container field has appointed Martin J. Tauger to its Eastern office, with headquarters at 595 Fifth Ave., New York.

Mr. Tauger will devote himself to the ceramic decorating and plastic closure departments. He previously headed the purchasing activities of Revlon Products.

Brunings Joins Pfizer Co.

Karl J. Brunings has resigned as associate professor in the chemistry department, Johns Hopkins University,

KARL BRUNINGS

to accept a position in the research department of Chas. Pfizer & Company, Inc., Brooklyn, N. Y.

Kohnstamm Coast Representative

Baxter Thomas of Burbank, Cal., has been named to cover the Pacific Coast territory with the complete line of H. Kohnstamm products.

Mr. Thomas, who is thirty was a B-25 pilot in the European Theater of Operations and completed 59 missions.

Dr. Morgan Advanced

Dr. D. P. Morgan, who recently joined Mathieson Chemical Corporation as administrator of research and development, has been appointed vice president in charge of the development department.

Before joining Mathieson, Dr. Morgan was in charge of chemical market research and development at W. R. Grace and Company. During the war he served as director of the Chemicals Bureau of the WPB.

Sindar Adds to Sales Staff

R. E. Horsey, sales manager of Sindar Corporation of New York has announced the addition of R. J. McKeefery to the sales staff. Mr. McKeefery has been with Sindar and its associate company, Givaudan-Delwanna, Inc., since 1946. He had been in the technical sales service.

Previous to his employment with Givaudan, he was with the Oil, Paint and Drug Reporter, "During the war he was with the U. S. Army, Signal Corps.

Named Field Mgr. for Nat. Starch

Lester Klempner has been appointed field manager of the Mid-Western division of National Starch Products Inc. His headquarters will be at the Chicago office.

Mr. Klempner joined National Adhesives in 1935 and was its sales representative in Baltimore until he joined the Navy in 1942. In 1946 after being discharged from the serv ce as a Lt. Commander, he organized the Atlanta branch office of National Starch Products, and its affiliate, National Adhesives.

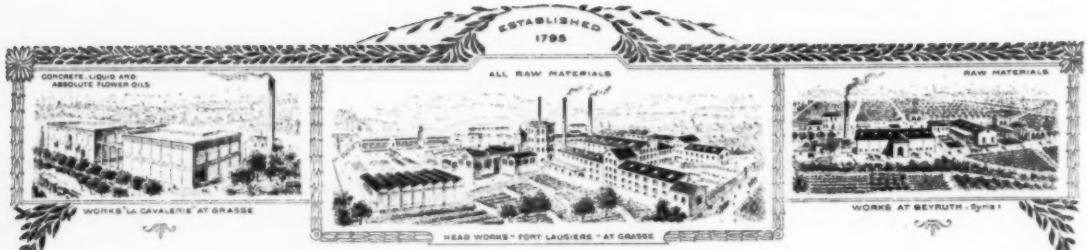
Chem. Salesmen Golf Winners

Winners at the golf outing of the Salesmen's Association of the American Chemical Industry held at Pomonok Country Club, Flushing, L. I., August 18, were the following:

Closest to the pin, Wally Merrill. Longest drive, W. F. Hoefling. First Low Gross, Flight A, D. C. Oskin; Second Low Gross, Flight A, Joseph C. Abeles; Low Net, Flight A, G. E. Garland; First Low Gross, Flight N, George Poland; Low Net, Flight B, Michael D. Vaccaro; First Low Gross, Flight C, Donald R. Calo; Low Net, Flight C, Sid Craven. Kickers, Members, J. R. Eldridge, S. R. Crosby.

Scores for the guests who played, Low gross, Aneurin Bodycombe; Second Low Gross, J. I. Vandewater; Low Net, Harold Kessler. Kickers, Guests, C. H. Person.

Sales conference at Squibbs New York headquarters to discuss sales plans. Reading from left to right are: (seated) Arthur Covell, Boston; Lee Herbert, San Francisco; Max Miller, New York; C. E. Heminger, Cleveland; Marvin Fortner, Kansas City; Edward Bauer, St. Louis; Arthur Longpre, Seattle; (standing) W. L. Arscott; Rease Inge, Atlanta; James McAloon, Chicago; O. J. Phillips, Philadelphia; James Terrill, Minneapolis; Paul Freeman, Managing Director of Squibb & Sons of Canada Ltd.; J. J. Toohy, Squibb general sales manager; T. I. McGuire, Los Angeles; T. C. Hornbuckle, Houston, and William Moffat.



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L. F. Absolutes

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Jasmin	Neroli Bigarade Petals	Tuberose
Lavender	Orange Flower	Violet Leaf

Essential Oils

Bergamot	Lavender Spike	Rosemary
Bois de Rose	Origanum	Sandalwood
Geranium	Patchouly	Vetivert
Lavender	Petitgrain	Ylang Ylang

L. F. Clairs

Benzoin	Myrrh	Styrax
Galbanum	Olibanum	Tonka
Labdanum	Peru	Tolu

L. F. Specialties

Almonds Bitter	Costus Oil	Musk Tonkinone
Basil French Colonies	Cumin Oil	Opoponax Vertible
Bergamot Terpeneless	Mousse Odorante	Orris Balsam

Aromatic Chemicals

Citronellol	Hydroxycitronellal	Rhodinol
Geraniol	Iso Eugenol	Vetiverol

LAUTIER FILS, INC.

321 Fifth Avenue — New York 16, N. Y.

GRASSE PARIS LONDON BEYROUTH CHICAGO ST. LOUIS SANTIAGO

Nate Begun in New Siris Spot

A. J. Siris Products Corporation, has announced the appointment of Nate Begun to the position of general sales manager.

Mr. Begun was formerly Southeastern

NATE BEGUN

district sales manager and will now supervise national sales activities.

Named Eastern Mgr. for Mich. Chem.

Earl L. Reichard has been appointed eastern manager of chemical sales for Michigan Chemical Corporation, Saint Louis, Mich. He succeeds Wm. F. Groen, resigned.

For the past five years Reichard has been in charge of the corporation's export sales division, and continues in this capacity in addition to his new responsibilities. The company's eastern sales offices are located at 230 Park Ave., New York.

Speakers at NARD Convention

Many leaders of national renown are to appear on the program of the National Association of Retail Druggists to be held in Atlantic City, October 12 to 16.

Among those to speak are U. S. Senator Homer E. Capehart of Indiana; Secretary of Agriculture Charles F. Brannan; Congressman Wright Patman of Texas; Lee H. Bristol, executive vice president Bristol-Myers Company; Paul B. Dunbar, commissioner of the U. S. Food and Drug Administration; Dr. W. A. Feirer, executive vice president in charge of medical research, Sharp & Dohme; J. A. MacCartney, manager of the trade relations department, Parke, Davis & Company; Dr. Curt P. Wimmer, editor of the New York State Pharmacist; Charles S. Beardsley, chairman of the board, Miles Laboratories, and H. J. Anslinger, U. S. Commissoner of Narcotics.

Pfizer Moves Chicago Office

Charles Pfizer & Company, has opened a new, enlarged office and warehouse in Chicago, located at 211 E. North Water St. Norman A. Grimm is the manager of the new office.

Helfaer Returns from Mexican Trip

Evan Helfaer, president of Lakeside Laboratories, and Arturo Macias, vice president in charge of exports, have just returned from Mexico where they took part in dedicatory ceremonies on the completion of expanded facilities of Lakeside of Mexico.

George Warchawski, manager of Lakeside of Mexico, was host to the American visitors at a dinner given in honor of the occasion. New warehousing facilities were visited and the airplane for executive travel was inspected.

Berje V. P. Returns from Tour

A. Alexander Bleimann, vice president of Berje Products Company of New York, has returned from a tour of the entire southwestern part of the U. S. The purpose of the trip was to increase the sales office in Arlington, Tex., which is under the direction of George T. Cummings, president of The Geo. T. Cummings Company of Texas and one of the executive officers of The Geo. T. Cummings Laboratories.

Courses in Perfumery and Cosmetics

A course in the manufacture of cosmetics and toilet preparations is being given at Columbia University College of Pharmacy by Professor Horace M. Carter.

Another course in perfume materials and perfumery is being given by Edward Sagarin.

Registration takes place at Columbia University College of Pharmacy, 113 W. 68 St., September 15 to 22. The registration office is open from 10 a.m. to 4 p.m. and from 6 p.m. to 9 p.m. daily.

Ross Resigns

N. J. Kenny, vice president and general sales manager, has announced the resignation of A. H. Ross as vice president of A. H. Ross Company, Inc.

The Cincinnati sales office of the company has been closed. All correspondence should be addressed to A. H. Ross Company Inc., Box 998, Dayton 1, Ohio.

Catts Announces Plant Expansion

David D. Catts, president of Cole Laboratories, Inc., and Retort Pharmaceutical Company, Inc. has announced the purchase of a plant in Long Island City, N. Y.

DAVID D. CATTS

The plant, located at 42-25 8 St., Long Island City was purchased from the Defense Plant Corporation, subsidiary of Reconstruction Finance Corporation.

Bjorksten Establishes Branch in Wis.

Dr. Johan Bjorksten, president of Bjorksten Research Laboratories has announced that his firm has taken space at 323 West Gorham St., In Madison, Wis.

The space is to be remodeled for use as an additional research laboratory.

Emery Sales Staff Appointments

Robert F. Brown is the new chemical sales manager of Emery Industries, Inc., the Cincinnati chemical manufacturer has announced. He succeeds C. W. Sampson, who was named to head the newly formed export department of the company. Mr. Brown's headquarters will be in Emery's home office, 4206–19 Carew Tower, Cincinnati.

Emery also announced the appointment of Robert A. Behrman to its sales service department. Mr. Behrman, who holds a chemical degree from Iowa State College, recently completed his graduate work in the Harvard School of Business Adminstration.

John M. Archiable has been appointed works manager for Emery Industries, he has been with the company since 1930 and until his present promotion, he was plant superintendent.

Succeeding Mr. Archiable is Robert Bruch. Mr. Bruch's assistant will be Milton Shear, associated with Emery for twenty years.

Cavalli Heads Dermetic Advertising

Charles R. Cavalli of Dermetics, Inc. who has been out in the field of sales research for the past year, returned to his first love, advertising, September

C. R. CAVALLI

1, when he resumed his post at Dermetic headquarters in New York, in charge of advertising.

Mr. Cavalli spent the month of August on the West Coast formulating future advertising plans with G. D. Runnels, president of Dermetics.

Kolmar Sales Appointments

Lessing Kole, president of Kolmar Laboratories, has made known the promotion of Douglas Haggerty to Eastern sales manager and the appointment of Ronald Uncapher to the Eastern sales staff. Mr. Uncapher was formerly with Swindell Brothers.

Thomas LaPrelle, who has represented the company for years in the eastern territory, is the third member of the New York Office.

F.W.D.A. Convention

The Federal Wholesale Druggists Association holds its 1948 Convention, October 6, 7, 8, at Hotel Haddon Hall, Atlantic City, N. J.

Pan-American Congress of Pharmacy

The First Pan-American Congress of Pharmacy will be held December 1 to 8, 1948, in Havana Cuba. Correspondence and scientific works should be addressed to the general secretary, Dr. Hector Zayas-Bazan Perdomo, Malecon 307, Havana, Cuba.

Joins Perma-Nail Co.

Dr. Lee Langley has joined the Perma-Nail Company as vice president in charge of research.

Dr. Langley has just returned from Brazil where he was a research fellow in the Institute de Biofisica working under Professor Carlos Chagas. Before going to Brazil Dr. Langley served three years in the U. S. Navy working on problems of aviation medicine.

Two Appointed to Posts in Brown Instrument and Honeywell Co.

Ray R. West has been named manager of sales of Minneapolis-Honeywell Regulator Company products for industrial applications. Mr. West, who has filled executive sales positions with the Brown Instrument Company during his more than 20 years with the industrial division of Honeywell, will make his headquarters at the Brown plant in Philadelphia.

Lloyd E. Slater has been appointed industry engineer in charge of food industry applications for measuring and controlling devices made by the Brown Instrument Company and Minneapolis-Honeywell Regulator Company.

Reheis Co. Inc.

The Schofield-Donald Company, Inc., has been renamed Reheis Company, Inc., and is now located at Berkeley Heights, N. J., The phone number is Summit 6-7110.

Zimmerman Inc., In New Location

W. F. Zimmerman Inc., has moved its plant to 420 Frelinghuysen Ave., Newark, N. J. Office remains at 404 Fourth Ave., New York 16.

Owens-Illinois Appointments

Three appointments within the market development department of Owens-Illinois Glass Company to serve Western

NEWELL PONTET

and Southwestern customers have been announced by Smith L. Rairdon, vice president and general sales manager.

Newell A. Pontet has been appointed district manager of the market development department for these regions with headquarters in Chicago. He succeeds R. R. Fowler who has left the company.

Also announced was the appointment of C. A. Parks, field merchandising

C. A. PARKS

representative, to be assistant district manager, centering his activities in the Southwestern region. James A Maher, newcomer with the company has been named field merchandising representative with headquarters in Chicago.

Vermont Pharm. Convention

The annual convention of the Vermont Pharmaceutical Association will be held at Equinox House, Manchester, Vermont, October, 24-26, 1948.

Antiseptic Coated Metals

The laboratories of Benzol Products Company, Newark, N. J., have developed a process for producing antiseptic metal surfaces, notably on aluminum, magnesium, zinc and tin. It is a well-known fact that bacterial and fungal growths often occur on the metal surfaces of food, cosmetic and pharmaceutical containers and closures. Such growths are effectively arrested by this method of treatment.

To create this antiseptic coating, the metal surface is first oxidized either electrolytically or chemically and then simply immersed in a solution of 8-hydroxyquinoline or one of its salts. Colored antiseptic coatings may be produced by the addition of dyes. A one step method of oxidizing and rendering metal surfaces antiseptic is also possible.

Photomicrographs of the treated metal show that there is an actual chemical combination of 8-hydroxyquinoline with the oxide coated surface. The coating fully retains its antiseptic characteristics over a period of years.

MILES NERVINE

AMPHOJEL BROMO SELTZER

PARKE-DAVIS HYDROGEN PEROXIDE NOXZEMA

JOHNSON'S BABY OIL

PHILLIPS' MILK OF MAGNESIA VI-DELTA EMULSION

C N DISINFECTANT VASELINE

CREO-TERPIN ABSORBINE JR. MI-31 SOLUTION

LYDIA E. PINKHAM RHINITIS

UPJOHNS CITROCARBONATE SLOAN'S LINIMENT

VICKS BLACK DRAUGHT S T 37

SQUIBB COD LIVER OIL

BAYER ASPIRIN

LISTERINE LYSOL

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America's "MEDICINE CHEST" favorites

are leading users of PNEUMATIC equipment, too!

HOUSEHOLD names, every one — and every one of these famed remedies is bottled, either completely or in part, by Pneumatic equipment.

From top executives of these companies, to the man responsible for machine maintenance, you'll hear the same enthusiastic endorsement: "Smoothest operating equipment we've got in the plant."

More soundly designed, and precision built to do their job, Pneumatic machines are a money saving, trouble saving investment. They're helping to earn dividends for leading producers of all types of bottled products through their time-proven "lower cost per container" performance. For cleaning, filling, capping and labeling you can depend on Pneumatic equipment—engineered, built and serviced by an organization with over 50 years of specialized experience.

PNEUMATIC SCALE CORPORATION, LTD., 70 Newport Ave., North Quincy 71, Mass. Branch Offices in New York, N. Y.; San Francisco, Cal.; Chicago, Ill.; Los Angeles, Cal.

The completely automatic bottling installation shown here in operation at Miles Laboratories plant in Elkhart, Indiana, includes a Pneumatic Inverted Air Cleaner, Automatic Samco Vacuum Filler, Two Head Rotary Capper and Simplex Labeler.

PNEUMATIC **PACKAGING AND BOTTLING MACHINERY**

Over ninety different machines for the packaging of dry, free-flowing products and the cleaning, filling, capping and labeling of containers for liquids and semi-liquids

Out of this World

...BUT DOWN TO EARTH

If the package is right . . . if it stops the shopper with an arresting appeal . . . then it stimulates a buying mood. And to stimulate a buying mood . . . especially in women who demand an out-of-this-world effect, plus a practical down-to-earth quality . . . Warnercraft scores with Tekwood (R).

Made of laminated Birch Veneer and Sulfate Kraft sheets, Tekwood (R) packages combine the unusual in design with practical re-use possibilities that fascinate shoppers. Investigate Warnercraft and Warnercraft-Tekwood (R) . . . today!

Write for illustrated packaging handbook.

Makers of set-up and folding boxes of all types, transparent acetate containers, hand made specialties, counter displays and dispensers.
Main Office and Factory: 325 Lafayette Street, Bridgeport 1, Conn. • New York Sales Office: 200 Madison Avenue, New York 16, N. Y.

Merck Expands in St. Louis

New office and warehouse facilities for the St. Louis branch of Merck & Company, Inc., have been announced. Plans call for a one-story warehouse, a main office, two smaller buildings, and a garage. The five new buildings will be erected on a recently purchased tract of land.

The buildings will provide approximately 61,000 square feet of floor space and will be of steel and concrete. In addition to the office and warehouse space there will be cafeteria facilities for Merck employees.

Glass Laboratory

A new customer-research and market development center, one of the most complete of its kind in the country has been opened by Owens-Illinois Glass Company in Toledo, Ohio, it has been announced.

Known as the Duraglass Center, the laboratory is housed in a four-story building with 120,000 square feet of floor space. Employed are research scientists, engineers and marketing specialists whose entire efforts will be devoted to improving the art of glass packaging. It is operated by the Company's glass container division, of which Smith L. Rairdon, vice president of the company is general manager.

Recommendations for processing and packaging and assistance in merchandising glassed products are among the customer facilities available at the center.

Dr. Ullyot In ACS Post

Dr. Glenn E. Ullyot, head of the organic chemistry section of Smith, Kline & French Laboratories, Philadelphia, was elected secretary-treasurer of the Medical division of the American Chemical Society during its annual meeting at Washington, D. C.

He was formerly vice chairman of the Medicinal division of the A.C.S. and has been active in both the national organization and Philadelphia branch for years.

Wirz Appointment

H. S. Darlington, president of A. H. Wirz Inc., manufacturers of collapsible metal tubes has announced the appointment of Milton Schor as director of research and development section.

Mr. Schor is a chemical engineer and an authority on various phases of packaging. For the past five years he was with Colgate-Palmolive-Peet Company, in the research and development department.

Shell Chem. Moves Offices

Shell Chemical Corporation has transferred its administrative offices from 100 Bush St., San Francisco to 4 W. 58 St., New York 19. The western sales division office will continue to be located at 100 Bush St., in San Francisco, and the eastern division sales office at 500 Fifth Ave., New York. The offices of the export division will be at 4 W. 58 St., New York.

Named As Export Ad. Mgr.

George V. Barnes has been appointed export advertising manager for Bristol-Myers Company, Edward G. Ladewig, assistant vice president in charge of the International division of the Company has announced.

Mr. Barnes is a native of Syracuse, N. Y. and was for eight years associated with the Smith-Lee Company, in a sales capacity. Prior to joining Bristol-Myers, he was export advertising manager for the Borden Company in New York.

Blaw-Knox Gets Ralston Contract

Blaw-Knox Company has received a contract from the Ralston Purina Company for the construction of a new 200-tons-per-day soybean solvent extraction plant at Bloomington, Ill.

The project is an exact duplicate of the Ralston Purina plant to be erected by Blaw-Knox at Iowa Falls, Ia. Both plants are scheduled to be in operation in time to process the 1949 crop.

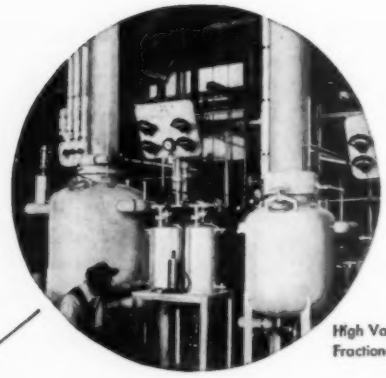
Dr. Cronin Joins Schering Medical Staff

The appointment of Dr. David L. Cronin to the staff of the division of clinical research as assistant to its director, Dr. Edward Henderson, has been announced by the Schering Corporation, Bloomfield, N. J.

Dr. Cronin, a native New Yorker, received his medical degree from Georgetown University Medical School. During the war he served as a Lieutenant of the Medical Corps of the Army.

Testing machine at the Duraglass Center of Owens Illinois Glass Company in Toledo. Called the "line abuse" machine since it simulates many experiences that glass containers encounter as they move through the packers' line.

Our Morganville, New Jersey plant



High Vacuum Fractionation

Essential Oils and Aromatic Chemicals by PENICK

Distillation Room

Penick's recognized position in the Essential Oil, Aromatic Chemical and Perfume Compound field has been gained through the coordinated efforts of a closely—knit and aggressive organization.

From experienced Penick trained field men, located at strategic points throughout production areas of the world, to the scientists in the research laboratories and the skilled production staff in the factories, a harmony of purpose prevails to improve products and processes of manufacture at all times.

Only the choicest of raw materials—botanicals, essences, aromatic gums, musks and others are selected for shipment to our extensive manufacturing plants. Modern facilities for the distillation, extraction and fractionation of volatile oils enable us to provide Essential Oils, Aromatics, Perfume Bases and Specialties which meet the most stringent quality specifications.

S. B. Penick and Company is a dependable source of supply for basic material needs for use in the manufacture of food products, perfumes, soaps, cosmetics, insecticides and for many industrial applications.

Consult us regarding our wide range of items.

Laboratory Control

S. B. PENICK & COMPANY

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Telephone, COrtlandt 7-1970

735 WEST DIVISION STREET, CHICAGO 10, ILL.
Telephone, MOHawk 5651

Distillers of Rare and Quality Essential Oils—Manufacturers of Aromatic Chemicals.

Chicago Cosmetic Chemists Hold Dinner

The newly organized Chicago section of the Society of Cosmetic Chemists held its first regular dinner meeting Tuesday, September 14, at the Electric Club, 20 N. Wacker Dr., Chicago.

The meeting featured an address by M.G. deNavarre of Detroit, Mich.

Cryochem Awarded Damages in Suit

The Cryochem Corporation of Baltimore, Md., has been awarded $70,922 in damages by the Federal District Court of San Francisco in a suit against Cutter Laboratories, Berkeley, Cal., for infringement of patents covering the lyophile (freeze-drying) process.

The lyophile process is widely used in the drug industry for preserving blood plasma, some types of penicillin, streptomycin, vaccines, vitamins, hormones and other products which are unstable in liquid form. It is the only known method that will permit storage and handling of these products at ordinary temperatures for long periods without deterioration.

Lyophile Cryochem is the licensing organization for the owners of the patents, the Essdee Patents Corporation of Maryland and the Tabor-Olney Corporation of Maryland.

Hart Honored by Cuban Institute

John Hart, vice president of Winthrop Products Inc., and director of the department of professional relations of Winthrop-Stearns Inc., has been elected "Member Protector" of the Cuban Society of Biology and Tropical Medicine of the Carlos Finlay Institute of Havana.

For the past 28 years, Mr. Hart has been associated with various units of Sterling Drug Inc. Prior to that he was a P. A. Surgeon with the U .S. Public Health Service.

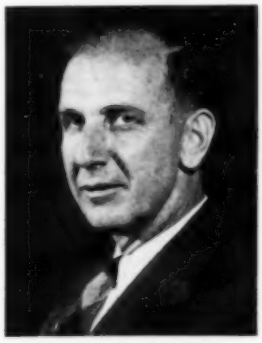
The Institute in Havana was named after Dr. Carlos Finlay who in 1881 was the first scientist to demonstrate that yellow fever is transmitted by a mosquito.

New Wheelco Office

The Wheelco Instruments Company has opened a new office at 138 E. Becher St., Milwaukee 7, Wis. M. A. Embertson, who was previously connected with the company's Chicago sales office, as sales engineer, has been placed in charge of the new Wisconsin office.

Dr. Shope with Merck Inst.

Dr. Richard E. Shope has accepted an appointment as associate director of the Merck Institute for Theraputic Research.



DR. R. E. SHOPE

An authority in the field of experimental medicine, Dr. Shope is presently a member of the Rockafeller Institute for Medical Research. A new building is being constructed at Rahway, N. J. by Merck to provide Dr. Shope with special facilities for the study of animal pathology. Dr. Shope will join the Merck Institute staff next spring when the building is completed.

Evans Places in Olympic Event

Ralph L. Evans, son of Dr. R. L. Evans, president of Evans Research and Development Corporation placed second in the single handed class at the Olympic yachting regatta recently at Torquay, England.

In the final race, with a one point lead over his nearest rival, Evans, who was favored to win, ran into trouble and came in fifth. He had accumulated enough points in earlier races, however, to gain second place for the United States in his class.

Dr. Cori Honored

Dr. Gerty T. Cori, professor of biochemistry in the Washington University School of Medicine, St. Louis, and the only woman ever to win the Nobel Prize in Medicine, received the Francis P. Garvan medal honoring women in chemistry at the Eastern session of the American Chemical Society's national meeting in Washington, D. C. August 30.

Dr. Cori was cited for her varied and extensive research in biochemistry and awarded a gold medal by Dr. Charles Allen Thomas, president of the Society and executive vice president of the Monsanto Chemical Company.

Isotopes Available for Research

Scientists can now obtain the principal radioactive materials in whatever amounts they are needed for research and radiotherapy, two chemists of the Atomic Energy Commission's Isotopes division, Oak Ridge, Tenn., announced at the final session of the American Chemical Society's symposium on nucleonics and analytical chemistry at Northwestern University.

This situation has been made possible by the rapid increase in the output of the most useful isotopes, according to a paper by the division chief, Dr. Nathan H. Woodruff, and Dr. S. Allan Lough, who noted that when production of isotopes for research was initiated after the war, supplies were scanty and distribution was limited to those institutions carrying out work of prime importance.

Two Units for Upjohn

President and general manager, Donald S. Gilmore, announces that two recently completed units of the new Portage Road plant of The Upjohn Company, Kalamazoo, Mich., have gone into production.

The adrenal cortex extraction plant started production May 13 and is now in full scale operation. The plant was designed solely for the production of adrenal cortex extract and investigation of the adrene-cortical hormones.

The second unit is an antibiotic plant. The unit is now processing penicillin and streptomycin but is equipped to produce new antibiotics which may be developed in the future.

Dr. Guenther In Radio Interview

Dr. Ernest Guenther, vice president and chief chemist of Fritzsche Brothers, Inc., was guest speaker on the radio program "Headlines in Chemistry" presented by the American Chemical Society News Service over station WNYC August 11.

George Boehm interviewed Dr. Guenther on the subject of essential oils and their application to the many daily necessities with which the average person is familiar.

Northam Warren on European Trip

Northam Warren, Sr., president of The Northam Warren Corporation, Stamford, Conn., sailed aboard the Queen Elizabeth, September 8. Mr. Warren plans to take an extended business and vacation trip to England and the Continent.

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McMichael Joins Votator

John E. Slaughter, vice president of the Girdler Corporation, Louisville, Ky., has announced that C. E. McMichael, widely known food technologist, has joined the fats and oils section of the firm's votator division. He will be associated with A. L. Bailey, who heads the section of the Votator organization.

National Paper Names Perls Sales Mgr.

National Paper Corporation of Pennsylvania, has appointed V. O. Perls, as sales manager. Mr. Perls, was for twelve years sales manager of Tissue Brands, Inc., a division of Sitroux Company.

Enjay Appointment

The appointment of Clayton M. Beamer to direct technical service on oxygenated solvents, hydrocarbons and aromatic chemicals for Enjay Company, Inc., has been announced.

Mr. Beamer joined Esso Standard Oil Company of which Enjay is an affiliate, after graduating from Virginia Military Institute where he majored in chemistry.

Prior to his present appointment, Mr. Beamer was head of the technical service division of the chemical products department of Esso Standard Oil Company at Baton Rouge.

Sharp & Dohme Expand in Canada

Award of a contract for construction of a new manufacturing plant as part of an extensive expansion program planned for Sharp & Dohme (Canada), Ltd., has been announced by Eugene L. Kuryloski, general manager of the firm's Canadian subsidiary.

When completed, the new plant will replace the company's present operating facilities at 865 Bay St., Toronto. Work has already been started and the structure is expected to be finished by next June.

Mrs. Maria Schieffelin

Mrs. Maria Louisa Shepard Schieffelin, wife of William Jay Schieffelin, retired chairman of the board of Schieffelin & Co., New York, died of a cerebral hemorrhage August 18, the day before her 78th birthday. Mrs. Schieffelin is survived by her husband, five sons, including William J. Schieffelin Jr, president of Schieffelin & Co., three married daughters, twenty-five grandchildren, eighteen great grandchildren, and two sisters. Mr. and Mrs. Schieffelin celebrated their golden wedding anniversary in February 1941.

George C. Ferver

George Carl Ferver, vice president in charge of manufacturing of the Package Machinery Company, died August 6, at his home in East Longmeadow, Mass. His age was 47.

Born in 1901 at Peever, S. D., Mr. Ferver became associated with Package Machinery Company in 1939 as assistant to the treasurer. After a period as assistant to the president, he was elected vice president in charge of manufacturing in 1945.

Dr. Y. SubbaRow

Dr. Yellapragada SubbaRow, internationally known physiologist and director of research for Lederle Laboratories died suddenly August 9, at his home in Pearl River, New York. He was fifty-two years old.

He was a native of Madras State, India and received his Master of Science at Madras University. He came to this country in 1923 and became an American citizen in 1924. In 1940 he was appointed associate director of research for Lederle Laboratories and in 1942 was made research director.

Dr. SubbaRow revolutionized muscle physiology through his work on phosphocreatine. He was well known as an authority on nutrition and was responsible for a new approach to the treatment of cancer through nutrition.

Olaf Waring

Olaf I. Waring, inventor, drug consultant and former head of the American Druggist Syndicate, Inc., died August 10 in his home Flushing, Long Island. He was fifty-three.

Mr. Waring was born in Norway and came to America when fifteen years of age. Later he was graduated from the Brooklyn Polytechnic Institute. Surviving are his wife and two sons.

William S. Gray

William Steele Gray, ninety-two, founder and chairman of the board of William S. Gray & Company, New York, died August 31, at the home of his son in Greenwich, Conn.

Mr. Gray was born in Ireland and came to this country in 1871 at the age of fifteen. He entered the chemical business in 1876 and founded the company bearing his name in 1880. The firm specialized in the production of wood alcohol and is a distributor of general chemicals.

He specialized in the financial side of the chemical business and was trustee of many banking institutions. He was also one of the oldest members of the Seventh Reg'ment having joined it shortly after he arrived in this country.

His wife, Mrs. Georgia Kinney Gray, died in 1947. Surviving, besides his son, is a daughter, Mrs. William Hencken.

Louis Zollinger

Louis J. Zollinger, founder and president of Tombarel Products Corporation died August 28 of a heart ailment. He was sixty-four years old.

Mr. Zollinger, who spent practically his entire life in the toilet goods and pharmaceutical trade, was for five years vice president of Albert Verley & Company, before forming his own firm. Before that he was with George Silver Importing Company, Richard Hudnut Company, and Owl Drug Company.

Surviving besides his widow, Hazel Morrey Zollinger are three daughters.

Mrs. La Valliere Martinat

Mrs. Linda La Valliere Martinat died July 29, on the morning of her thirty-eighth birthday.

Mrs. Martinat was assistant to her husband, Dr. Jean J. Martinat, chemist consultant to the Drug, Cosmetic and Perfume industries.

Mrs. Howard Angus

Mrs. Bernadine de Tuvache Angus, forty-eight, who turned her hobby of compounding perfumes into a national business died August 29 at Polyclinic Hospital, New York.

Mrs. Angus had been president for five years of the Tuvache Company, a concern which grew out of a small laboratory she started with her collection of rare scents.

Mrs. Angus was born in California and was graduated from the University of Southern California. Her husband who served as a colonel in the Air Force during the War, survives.

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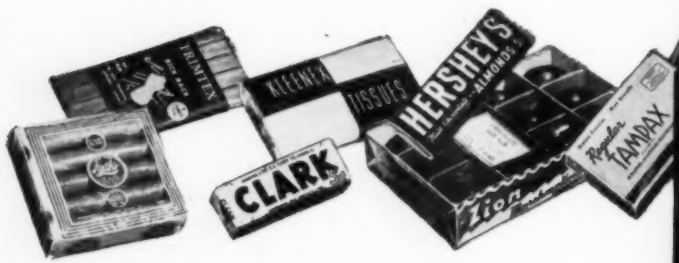

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DENVER · LOS ANGELES · SAN FRANCISCO
SEATTLE · TORONTO

Production Forum

By FRANCIS CHILSON
Industrial Consultant

The Commies

Months ago I recommended that each of us who believes in the free enterprise system should utilize every means of educating employees in the benefits of the capitalist system and that our advertisements should always contain a plug for a system which made us the greatest nation in the world. The gong was sounded at the right time apparently for many firms are doing exactly that. Apparently the ad people found it a good hook and in consequence many of the ads I've read recently really are interesting. A number of firms are doing a good job for their employees in demonstrating what free enterprise means to them. "An employee today; an employer tomorrow," is a good slogan for it summarizes the meaning of free enterprise for our workers.

It is interesting to observe that the poison of communism has spread far and wide, even in this country, not because the commies say anything good about communism but because they overemphasize and distort the faults of capitalism.

If merely by saying things *against* capitalism can persuade so many people that there is something in communism, then there must be millions of people who think there is something wrong with capitalism.

There's something wrong with every system of course, hence, it is unfortunate that the hidebound reactionaries of capitalism will not admit that there is anything wrong with our system. As a matter of fact every simple governmental regulation intended to protect the public is fiercely fought by reactionary capitalists as an unwarranted invasion of private enterprise. This makes a very bad impression on the the average man and woman. It is regrettable that still so many men in high industrial places cannot differentiate between liberty and license. Maybe a little more frankness in admitting the things that are wrong; maybe a little more cooperativeness in correcting existing faults would go a long way toward neutralizing the poison of communism

Capitalism is not more selfish than it used to be. Anyone familiar with the history of capitalism for the past fifty years realizes how many faults have been eliminated. But unfortunately most of our people are not history students and they do not realize the extent to which service to the public is becoming the primary capitalist ideal. It's our job to tell 'em.

Degener Denied

I have a letter from a Chinese employee of the Hong Kong branch of the Schering Corporation, taking emphatic exception to the possibility mentioned previously in this column that Fritz Degener might be a Chink.

Somebody is confused. You will recall it was my contention that Fritz couldn't be Chinese because he doesn't wear a queue. I am not sure whether my correspondent was sore because the Chinese were referred to as Chinks or because of the implication that Degener might be Chinese. Well, anyway, the episode has had an interesting denouement. You will be interested to learn that Frank Reid of N. Y. Q. and Fritz have since been exchanging poetry. I knew they were fond of each other and far be it from me to draw any inferences. I merely report the facts.

Alsop Service

Alsop Engineering Corporation recently gave a demonstration that proves its services to customers does not cease with the delivery of its goods.

This was brought out when a complete filter unit,

made by the Alsop concern, was flown in for emergency repairs.

To expedite the repair of the unit, A.G. Ingraham of the Ingraham Research Laboratories, and his pilot flew a company-owned plane with the filter unit to the Alsop plant.

The plane was met at the airport at 10:45 a.m. and the unit was taken to the Alsop Milldale plant, where it was immediately put into production.

The urgently needed filter unit was repaired and completely overhauled, and was back aboard the plane at 3:30 p.m. and flown back to the Ingraham plant. The filter unit was back in operation that same evening.

Planorama

In the cut accompanying this article, C. V. Patterson, vice president and director of production is not indulging in a hobby but is attending strictly to business. He is showing Donald S. Gilmore president of The Upjohn Company the proposed layout for

the pill and tablet department as it will appear in the new Upjohn Portage Road plant. This model measures fifty by sixty-seven inches and all units are built to a scale of one quarter inch to the foot. The complete department will measure 200 feet by 267 feet a little less than a city block long.

Similar models have been set up for every branch of the Upjohn production division. By means of these models, each department head is able to determine the exact amount of floor space he will require at the new plant, and arrange the units of his department complete to the smallest detail, so as to achieve maximum efficiency in the smallest possible space.

The various equipment units aside from being three dimensional and in scale, are painted in brilliant reds, blues, greens, and yellows, each of which indicated a particular function. Blue, for instance, indicated processing equipment, red indicates storage and so on. The result is a model which combines the fascination of Lilliputian size and the practicality of intelligent planning.

More and more companies are turning to such methods to plan the layout of their production units, finding them an economical way to visualize changes without expensive shifting of equipment or installing machinery only to find it doesn't fit into the production scheme.

The following information is supplied by manufacturers of the equipment described and claims made below by these manufacturers are passed along for what they are worth. Presentation of such notice in this department is not to be taken as endorsement of the claims or of the equipment.

Test Press

A unit, known as the Chemequip Test Press, designed for testing, filtering, and clarifying on small batch work in laboratories and for light production jobs, has been made by the manufacturer, Chemequip Company, Newark, N. J.

Pilot installations of the unit in general chemical plants, and in the pharmaceutical field according to the company have proved most successful. It is believed that the unit will also be highly useful in the manufacture of other products such as food, cosmetics, and plastics. It can be used in laboratory or plant to determine filtering properties of various solutions or slurries, for clarifying, and for testing of drying properties of various cake thicknesses.

According to the manufacturer, the Chemequip Test Press has several advantages. First of all, it is easily set up. The unit is designed to use its own pump or another pump can be put on the line. Only one filter cloth is necessary and no holes need be cut because slurry feeds directly into the frame. The frame itself is 8 inches square with 98 inches of filtering surface. The average frame thickness is one and one quarter inches and the frame has an included angle of ten degrees.

The press can be easily dismantled and cleaned. It can be completely taken apart in only a few minutes. Also, since it is a bench model and portable, it can be stored easily when not in use.

Roof Cooling

You will get greater efficiency out of your air conditioning system if you have one, and if you haven't, you will be able to maintain lower temperatures on floor areas immediately under your roof if you install Siegfried Ruppright's rotary roof sprinklers. These rotary atomizers utilize waste water of any sort, even warm water from condensers. They are simple and inexpensive to install. Keeping your roof cool through rapid evaporation of moisture is good practice apart from 1 B influence on internal temperatures because cool roofs last longer, especially the built up variety in which tar and slag are used as components. Ruppright's address is box 6795 Los Angeles 22.

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. . . just turn the tap for purest Distilled Water in any volume . . .

STOKES Water Stills for drug-store, laboratory or large industrial operation, in single or multiple effect, give you a purity as near perfection as 2 to 3 parts solid content in a million; substantially better than British or U.S.P. requirements.

Distilled water from any Stokes Water Still is pyrogen-free, entirely suitable for use in the preparation of fine chemicals in precise laboratory work, or for intravenous or parenteral injections.

Turn on water and heat and you get sustained delivery of ½ gallon to 5000 gallons per hour, depending on rated capacity. Laboratory models heated by electricity, steam, or gas; industrial models by steam. Fully automatic operation includes start-stop-flush controls, distillate temperature and purity controls and continuous storage-tank supply. Larger sizes of multiple effect stills frequently pay for themselves in less than two years.

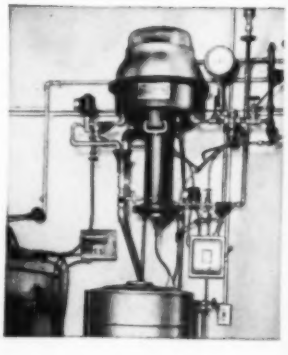
Stokes also builds stills to operate under vacuum with low-pressure, waste, or exhaust steam, permitting remarkable economies where only low-pressure steam is available. Send for Stokes' Catalog No. 41-S.

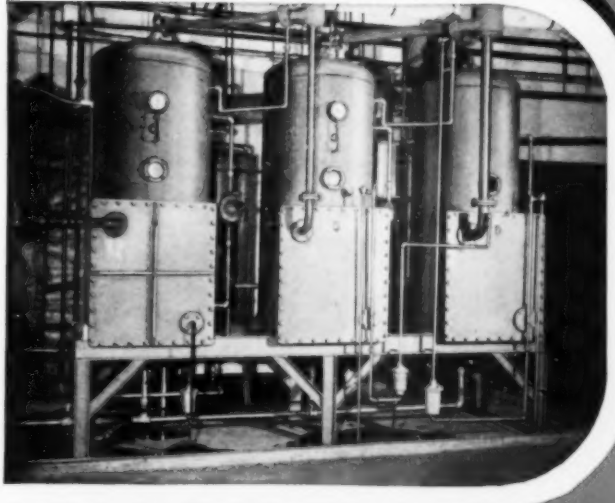
We carry in stock models up to 100 gph capacity. For sizes up to 5 gph consult your laboratory equipment dealer.

F. J. Stokes Machine Company,
5932 Tabor Rd., Phila. 20, Pa.

FJS

Stokes makes Tablet Machines, Pharmaceutical equipment, Tube Fillers, Vacuum and Special Processing equipment, Vacuum Pumps and Gages, Plastics Molding Presses, Water Stills, and Special Machinery.





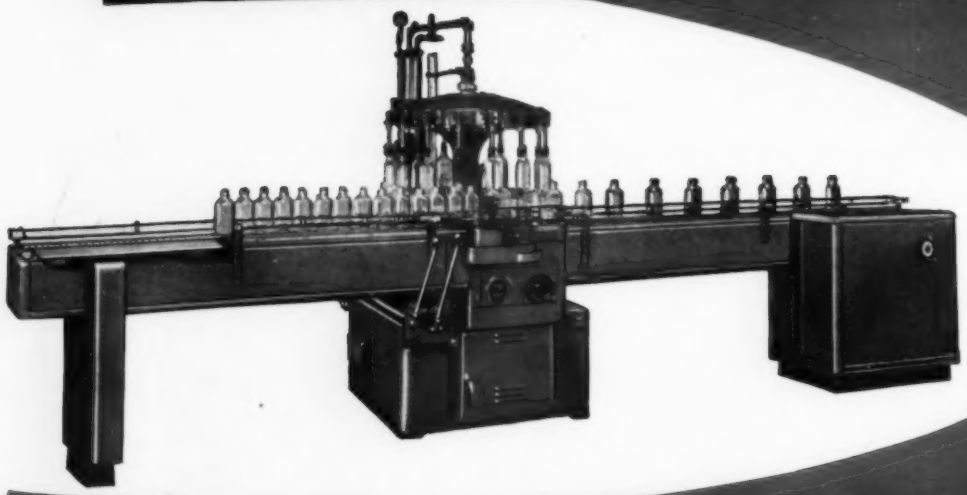
Stokes makes water stills in capacities from ½ gph to 5000 gph.

STOKES KNOWS HOW

ELECTED!

The majority vote is for the smooth, speedy, accurate

KIEFER *Automatic Rotary* VACUUM FILLING MACHINE



Heads the ticket because users never fail to get a neat, precise fill of all liquids—whether light, heavy, foamy or syrupy.

How neat? How precise? How quick? Users will answer these questions based on experience—and it spells absolute satisfaction.

Completely automatic, semi-automatic, hand-fed equipment to clean, fill, close, convey jars, bottles, tins, collapsible tubes.

Filters ● Pumps

The Karl Kiefer Machine Co.

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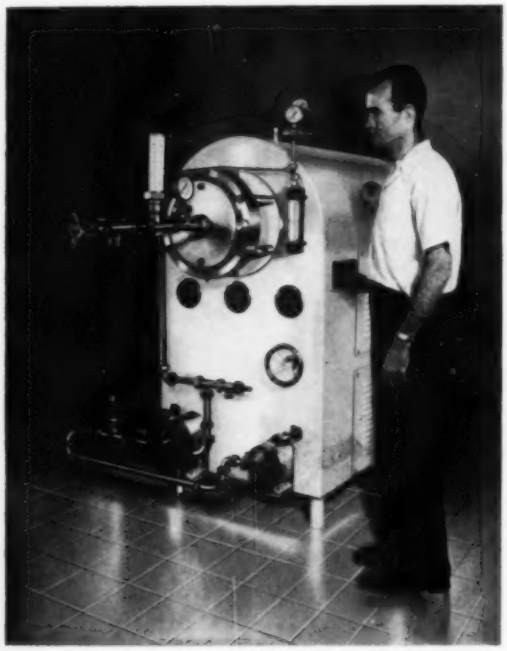
Automatic Mixer

Adding to its line of AMF Glen Vertical Mixers, American Machine & Foundry Company, New York, has acquired the manufacturing and leasing rights to the Oakes Continuous, Automatic Mixer.

This mixer according to the company answers the need for constant quality product control in large-volume production of a wide variety of chemical and allied products. Production capacities up to 6,000 pounds per hour are possible, depending on the product mixed. Occupying but eight square feet of floor space, it mixes, blends, emulsifies and stabilizes with equal ease.

Materials to be mixed are pumped into the specially designed mixing head where the variable speed rotor provides the correct amount of mixing while the desired air is incorporated under pressure assuring uniform, small cell structure which is so vital to good mixing and stability of the finished product.

Since the AMF Oakes Mixer operates continuously on small quantities of the product, with the ingredients entering and leaving the mixing head in a matter of seconds, accurate, positive, easily accessible controls enable the operator to change or maintain consistency quickly.

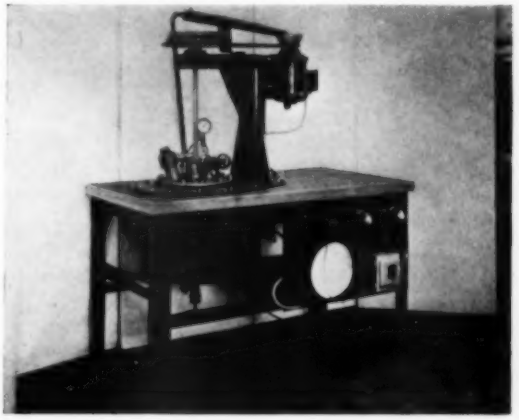


Some of the main features of the mixer are, greater production capacity, reduced mixing costs, improved quality mixes, conservation of floor space, more sanitary mixing and possibilities of new product development. The design construction and sanitary features of the machine meet the strict requirement of most engineers.

American Machine & Foundry Company will supply complete details to those interested in its descriptive folder DM-509, write to 485 Fifth Ave., New York 17.

Portable Pilot Plant

Blaw-Knox Company has announced the commercial introduction of a portable five-gallon resin pilot plant complete with instrumentation and working table. The unit is arranged to provide table space for attachment to purchaser's chemical glassware and auxiliary vessels as may be required.



The kettle has a 2-inch charging opening in the top cover but entire cover assembly is readily removable. Discharge is through a 1-inch Blaw-Knox flush plug type valve in bottom head; this flush plug valve provides smooth interior kettle surface and prevents accumulation of residue after discharge. The condenser is of the Liebig type with heat transfer area of 0.5 sq. ft. Internal features include a 5" straight blade open turbine agitator and helical cooling coil; the latter may also be used as a steam heating coil for preheating.

Heat is applied by electrical resistance heaters, three of which are attached to outside of kettle at varying heights. The heaters are arranged in three circuits, used singly or in combination, each of which has a capacity of 2 kw. Variable speed of agitation is provided by a ½ hp. motor drive and step pulleys. Speeds range from 443 to 860 fpm (peripheral speed of turbine). Allowable process pressure ranges from 15 psi. internal pressure to full internal vacuum, and range of process conditions corresponds to those considered suitable for investigation and development of resin manufacturing purposes.

Instrumentation includes indicating and recording temperature controller, manual switches for heater circuits, three-pole magnetic contactor and on-off pilot light for control of heating circuits, disconnect switch, and kettle pressure-vacuum guage. Temperature controller exercises on-off control over all active heating circuits. For further information write Blaw-Knox division, Blawnox, Pa.

Stokes Enlarges Die Facilities

F. J. Stokes Machine Company, 5932 Tabor Rd., Philadelphia, has enlarged its department for the manufacture of punches and dies for the industrial and pharmaceutical tablet machines.

GLEN MIXERS

SEE THEM IN ACTION AT THE CHEMICAL SHOW

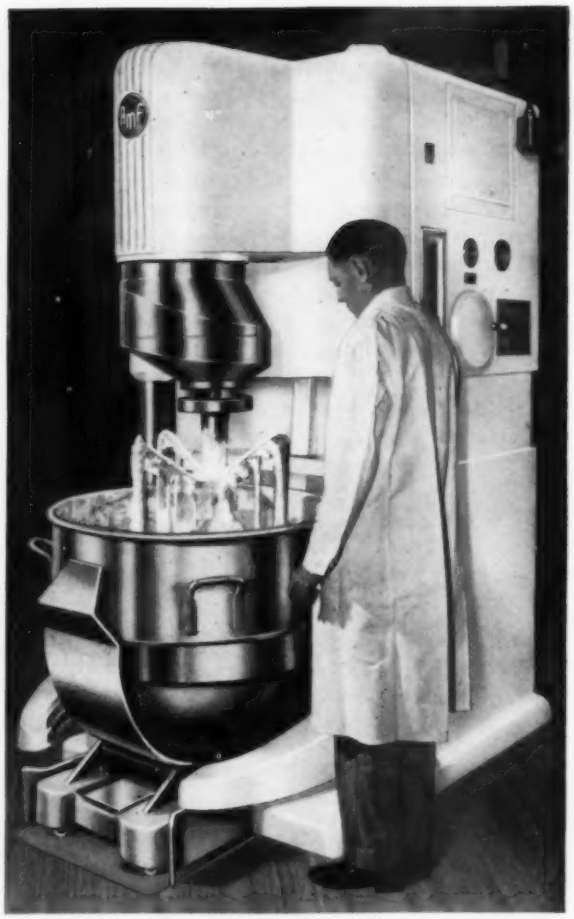
Mix everything from light, oily creams to heavy, abrasive compounds with equal perfection. Glen-mixed wet and dry granulations often need no secondary milling operations.

The exacting control requirements of many drug, chemical and other industrial mixing formulas are met by AMF Glen Mixers. They have variable speed control, adjustable while mixing to select any desired speed... simply by turning a wheel. There are no clutches or gear shifting mechanisms to complicate their operation. In the wide variety of beaters available, there is one for every mixing purpose.

"Power-Plus" drive transmits maximum pulling power to the beater's edge, speeds production and cuts electric bills.

Pre-loading of
Interchangeable Bowls
Makes Mixing
Practically Continuous

Steam-jacketed bowls, completely covered bowls for dust control, as well as other accessories, are available.



AMF GLEN 85 Gallon Capacity MIXER

Technician supervises the unloading of AMF Glen 85-gallon mixer. Absolute control of large batches assures safe, dependable, high quality products.

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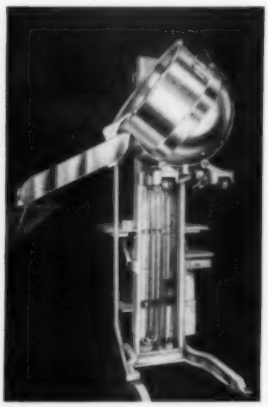
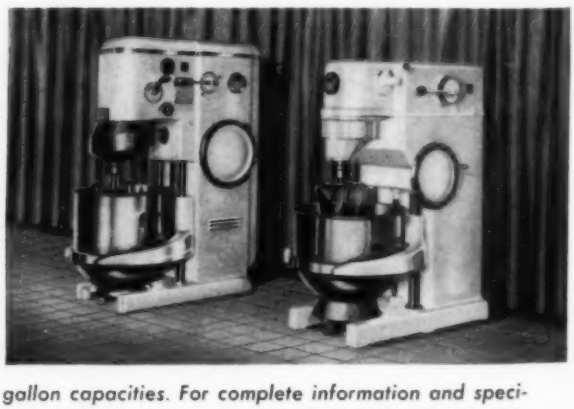


AMF GLEN BOWL UNLOADER — *Automatically raises and tilts bowl, pours product at continuous rate of flow.*



AMF GLEN MIXERS *are available in 30, 40 and 85 gallon capacities. For complete information and specifications, write American Machine & Foundry Company, 485 Fifth Avenue, New York 17, N. Y Ask for TA-316.*

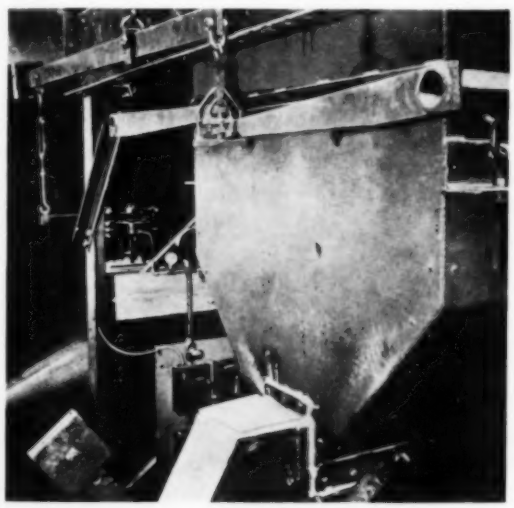
GLEN *Industrial* MIXERS

Simplified Batch Weighing

A new simplified batch-weighing arrangement now in use at the Calgon, Inc., packaging plant in Pittsburgh is said to achieve accuracy of operation without elaborate equipment or devices subject to chronic maintenance troubles because of wear.

The company reports that several months' use of the new set-up has indicated that only occasional minor adjustments are necessary because of its simplicity, as contrasted with conventional scale systems.

The problem at this plant is one of mixing accurately measured quantities of vitreous sodium phosphate—or "glass"—with other ingredients which are brought to the ribbon-type batch mixer by bucket conveyor. Proportions of these added ingredients are known because they are received in packaged form and require no processing before they go into a storage bin for dumping into the mixer along with the "glass." The "glass," however, undergoes grinding and is brought by continuous belt conveyor to a weigh hopper before



dumping into the batch mixer. Proportion of this phosphate material varies according to the end product being prepared.

The batch-weighing system now used for the "glass" consists mainly of a conventional scale-type suspension hopper with a canvas connection at the bottom. The hopper is completely supported by a double-yoke arrangement (this serving to nullify any effect of unequal distribution of the material in the weigh hopper) linked to a long counter-weighted lever. This in turn is linked to an integral-beam Hagan "ThrusTorq," an air-operated weighing device.

The ThrusTorq thus measures the full weight of the phosphate material in the hopper. It is connected with a mercury manometer equipped with an adjustable contact that can be set at any desired weight point on the manometer scale. As the conveyor empties into the weigh hopper, the mercury rises in the contacting monometer until it reaches the indicated weight. The tripping contact then stops the conveyor.

The flexible canvas connection at the bottom of the weigh hopper does not interfere with weighing accuracy by this set-up, engineers explain, because the connection does not flex, as in conventional weigh hoppers.

Most novel constituent of the entire batch-weighing system at this chemical packaging plant is the ThrusTorq. This device employs a flexible diaphragm as one face of an air-tight chamber. Compressed air is admitted to this chamber through a poppet-type pilot valve. The integral beam transmitting the hopper weight tends to depress the diaphragm accordingly; thereupon the pilot valve opens to admit more air, to balance the increased force. Conversely, as the external force decreases, compressed air is exhausted from the chamber until external force (the weight transmitted from the hopper) and the internal air pressure are equal. The measuring diaphragm is always restored to a null position.

Thus the pressure generated within the chamber provides a direct measure of the externally applied force, and it is this air pressure actuating the mercury column of the manometer which controls the conveyor.

Layout Models

Visual Planning Equipment Company 6245 Broad St., Pittsburgh Pa. supplies scale models of all your equipment for approximately $1.50 per unit. You supply drawings or the company will visit your plant and make their own sketches and photographs. Model layouts are very useful when you have to sell a layout to non technical management unable to read drawings.

Instrument Courses

At Waterbury Conn. Bristol Co. offers a two week intensive course in the theory, installation and maintenance of control instruments for plant engineers and production people. All kinds of instruments are covered: temperature, humidity, pressure, flow, pH, electrical, pneumatic, etc. Address the education department of the stated company. Such a course is badly needed.

Booklet on Water Demineralizers

A revised 26-page booklet, "Filt-R-Stil Demineralizers Deliver Low-Cost Chemical Equivalent of Distilled Water," has just been reissued by the American Cyanamid Company. Coppies of the booklet are available without charge from the company's Ion Exchange Products Department, 30 Rockefeller Plaza, New York 20.

In this revised edition, the pages devoted to cataloging the standard demineralizers offered by the company have been revised to include the latest changes in specifications, models available, and performance data for each of the units.

First issued about a year ago, the booklet cites the advantages of demineralized water over distilled water.

IN 1935...ARNER COMPANY DID SOMETHING *about the Weather*

Thirteen years old, this Lectrodryer still keeps Arner's special tableting room DRY.

Gumming of hygroscopic powders, their failure to flow in tableting and packing machines, slow and faulty drying of products—these things caused Arner Company, manufacturing chemists, to realize years ago that they couldn't rely on Buffalo weather. That's why they installed their first Lectrodryer.

They built a special room for processing powders sensitive to moisture, surrounding it with heavily insulated walls. There they can hold the temperature within accurate limits and DRY air is fed to the room through a duct direct from the Lectrodryer.

Because of the successful performance of that first machine, Arner Company have since added other Lectrodryers for similar DRYing work.

Whatever *your* moisture problem, there's probably a standard Lectrodryer to handle the job for you—DRYing air, gases or organic liquids. Our engineers welcome your inquiries. Write Pittsburgh Lectrodryer Corporation, 309 32nd Street, Pittsburgh 30, Pennsylvania.

In England: Birlec, Limited, Tyburn Road, Erdington, Birmingham.
In Australia: Birlec, Limited, 51 Parramatta Road, Glebe, Sidney.

LECTRODRYERS DRY WITH ACTIVATED ALUMINAS

LECTRODRYER

REGISTERED TRADEMARK U.S. PAT. OFF.

Small Size Bundler

The Package Machinery Company of Springfield, Mass., now has a new bundling machine approximately two-thirds the size of its standard F-10 bundler.

This new Machine, Model F-10-J, will appeal especially to drug, food and other producers whose products are packaged in comparatively small sizes.

It bundles the goods in dozen or half dozen lots in Kraft paper fed from a roll and applies gummed end-seals fed from a roll. End-seals may be from 2-15/16 inches to 5-15/16 inches wide and from 1-½ inches to 3 inches high.

The F-10-J is adjustable for bundles within the following size range: 5 inches to 12 inches long, 3-½ inches to 7-¼ inches wide and 2 inches to 4-¼ inches high. Speed is adjustable from 8 to 24 bundles per minute. Wrapping material can be all over printed or plain.

The Package Machinery Company reports that more and more companies in many fields are adopting machine bundling because of striking savings it makes in costs. Replacing cardboard boxes results in a large savings on material and shipping costs. The labor saving is likewise considerable.

The bundle produced is surprisingly strong, and stands up well in shipping and handling.

Pre-fabricated Insulated Pipe

The Ric-Wil Company, Union Commerce Bldg., Cleveland 14, Ohio supplies insulated pipe of various kinds and sizes for all kinds of services, in and outdoor and underground. Some units are built with two or three sizes of pipe in the same insulations casing.

Demineralizer

Several significant developments in the purification of water by de-ionizing are combined in Barnstead's new "Package Unit" Upflo demineralizers.

Higher purity is claimed by the manufacturer along with low cost per gallon and simpler regeneration. Purity is effected through the use of improved synthetic resins and causing the raw water to flow up through the resin beds permitting more efficient use of the resins and at the same time, more compact design.

Upflo operation also has an important bearing on regenerating time since it completely eliminates the need for "backwashing" Valve operations are reduced to a minimum, thus further lowering labor costs as the largest factor in de-ionized water costs.

The high efficiency of the unit and resins plus cutting the regenerating time in half, accounts for the exceptionally low operating costs.

Ease of installation is also pointed out by the manufacturer. The unit comes completely assembled with everything in place. Valves, inter-connecting piping and built-in regenerating tanks are included. It is only necessary to connect to water supply and waste to start operation. An ordinary electric outlet is needed for the indicator lamp which tells when unit needs regeneration. No heat or electricity is used in the ion-exchange process itself.

Upflo demineralizers are manufactured by the Barnstead Still & Sterilizer Company, Inc., for more complete information regarding the units write 140 Lanesville Terrace, Forest Hills, Boston 31, Mass.

Laboratory Shakers

Offered by Eberbach & Son Company, Ann Arbor, Mich. these shakers are designed to provide the right carrier for the individual container to be shaken, and a variety of speeds to produce the agitation rate required.

The power unit is small and compact and finished with instrument black wrinkle. It is mounted on rubber suction cups to dampen vibration, minimize creeping. Sides of the unit are removable for lubrication of moving parts or changing of belts when required.

There are three styles of carriers; A utility box with sliding bar clamp to hold various sizes and shapes, flask carrier for 15 250 ml. size flasks and flask carrier for lt 500 ml. size flasks. The bases of these carriers are anodized aluminum 21 inches by 12 inches, nickel-plated bronze spring clips hold the flasks.

Added versatility can be obtained by use of the accessory vertical rods and supports which fasten onto the corners of the utility box carrier and hold any standard type laboratory clamps which the user may wish to employ in supporting many pieces requiring agitation.

For convenience these carriers are interchangable upon the power unit. The speed of the power unit can be adjusted to any rate to provide best method depending on the container and the viscosity of the liquid being shaken.

Quick-Opening Door

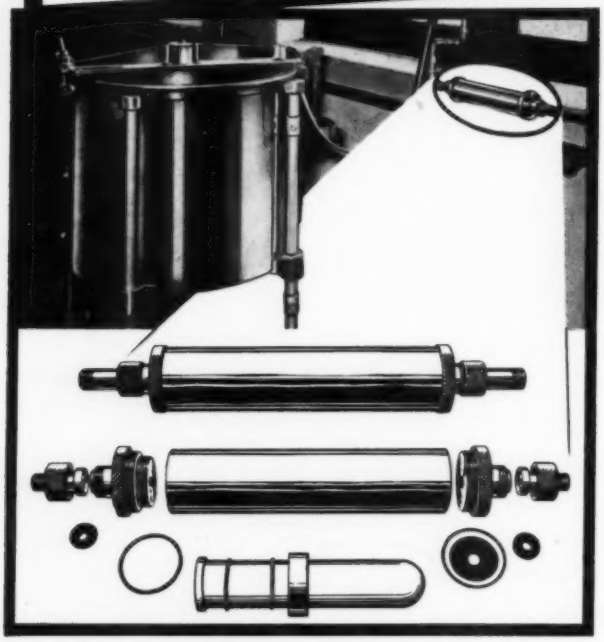
For use where there is need for a quick-opening door on a pressure or vacuum vessel, vertical or horizontal, is the Harris Quick-Opening Safety Door, built by the United Welding & Mfg. Company, 8705 Crocker St., Los Angeles 3.

The Harris door differs from the conventional pressure vessel doors in that the sealing mechanism is a free-moving, rotation, indexing ring mounted on bearings. It requires no special tools and has no threaded parts.

A simple two-step operation is all that is required to open the door. A breaker bar inserted in a leverage slot on the indexing ring turns the ring enough to crack the door and dissipate any remaining pressure or water. One further movement of the indexing ring permits the door to swing free.

The door is available with a short section of shell, ready to attach to existing vessels, or as part of a complete vessel. Of all welded steel construction the Harris Door is built to code specification and is available in round or rectangular models.

CLARIFICATION and POLISHING of WATER for Pharmaceutical Processes



SELAS

Stainless Steel

PRESSURE FILTERS

Above is a typical installation of the Selas Pressure Filter utilized for the purpose of clarifying deionized water used in washing ampules. Such filters are made with stainless steel casings and equipped with removable pipe connections which make them easily installed at any point in a line.

Filtration is accomplished through the Selas Micro-Porous Porcelain filter element especially developed for fine filtration. Elements are available in a variety of porosities for all phases of filtration and are readily interchangeable. They are easily cleaned by either "back" or acid washing.

Selas Pressure Filters are also used for clarification of tap water, for polishing of deionized and distilled water, for kindred filtration applications in the drug and cosmetic industries. Complete information and installation data are available . . . write for catalog.

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Brown Packets Add Prestige to Your Miniature Packages

Dress your dry, free-flowing drug or cosmetic product in Brown Bag open-end envelopes and enjoy the prestige these envelopes will give to it. Day in and out, Brown Packets on their own, build sales volumes of powders, tablets, rinses, granules and crystals.

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Brown Bag's long experience in envelope making is yours for the asking. Send for a complete range of samples — plus the story of how they have made sales history for leading drug and cosmetic manufacturers.

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West Coast Reps., Peter D. Bowley & Assoc., 210 Mississippi St., San Francisco, Calif.

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Ion-Exchange Division
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* Actual figures from a typical user

with the Dorrco D-I System

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Produces Water of Distilled Quality

Using high-speed, high-capacity ion-exchange resins, the Dorrco D-I System produces the equivalent of distilled water . . . in most cases comparable to standard U.S.P. distilled quality.

100 to 1000 Gallons Per Hour

The self-contained Dorrco D-I "E Unit" illustrated, is available in 5 sizes with capacities ranging from 100 to 1000 gallons per hour. Other Dorrco D-I Systems . . . ranging from a few gallons to several million gallons capacity per day . . . can be designed to fit individual requirements.

Simple to Operate

Compact and easy to start up, the "E Unit" requires no operator except during regeneration periods. Conductivity controls indicate quality of treated water . . . positively prevent raw water from contaminating treated water storage.

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Component parts of D-I "E Units" are carried in stock—need only to be assembled to fit your individual requirements prior to shipment.

For Further Information

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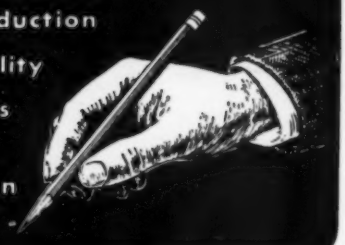
Check which of these will help you most

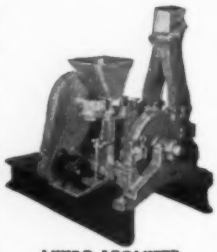
- ☐ Higher Production
- ☐ Better Quality
- ☐ Lower Costs
- ☐ Dustless Operation



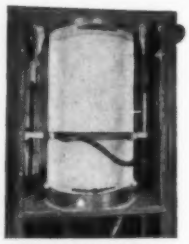
Manufacturers, both large and small, in your own field have achieved not merely one or two but all of these objectives through application of

THE MIKRO PLAN FOR PROCESSING EFFICIENCY

The Mikro-Plan is not a theoretical treatise. It is a working system based on the data from 55,000 Laboratory tests made over the past 25 years . . . reinforced by performance records from installations of MIKRO-PULVERIZERS, MIKRO-ATOMIZERS and the new MIKRO-COLLECTORS.*



MIKRO-ATOMIZER for ultra-fine grinds



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If you have a pulverizing or dust control problem let our engineers study it for you. They will tell you frankly whether or not our equipment, integrated in the Mikro-Plan is for you.

It will cost you nothing to investigate the merits of the Mikro-Plan. Just write today for your copy of our Confidential Test Grinding or Dust Collecting Data Sheets.

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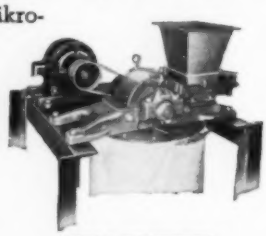
*Trade Mark Patent Applied for by H. J. Hersey, Jr.



MIKRO-PULVERIZER for granular or fine grinds

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MIKRO-PULVERIZER (FINE) - ATOMIZER (ULTRA FINE)

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For the manufacturer who needs fast, accurate, spill-proof hand fillings. Flow of liquid or cream controlled by simple, hand-operated valve.

- Pint, quart, half-gallon, gallon sizes (Metal stands at extra cost for larger sizes)
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PORTABLE VACUUM BOTTLE FILLER

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He saved $1.00 an Hour on Labeling alone!

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by replacing two girls with a . . . . . .

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When your labeling line requires two girls to "straighten" labels, or wipe off excess adhesive that seeps from beneath the labels, YOU CAN SAVE $2,000 A YEAR!! Merely by replacing your obsolete labeling machine, and installing a PONY LABELRITE . . . thanks to Straightline VACUUM label lift, and TWIN-ROLLER gluing method!

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Other Stokes equipment for higher vacuum and chemical processing is answering many industrial needs, and will answer still more.

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Stokes also makes Chemical and Food Processing equipment, High Vacuum Pumps and Gages, Vacuum and Atmospheric Dryers, Pharmaceutical equipment, Tablet Machines, Water Stills.

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"Sales and Service from Coast to Coast"

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Exact Weight Scales

THE EXACT WEIGHT SCALE COMPANY
950 West Fifth Avenue, Columbus 12, Ohio
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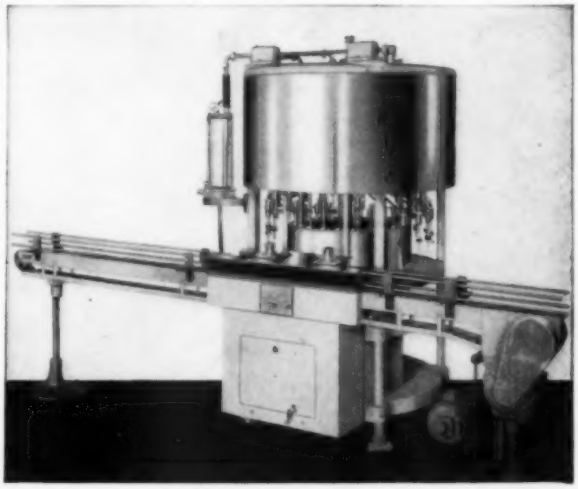
WASH, AIR-CLEAN & FILL CONTAINERS *at Lowest Costs!*



The U. S. Rotary Vacuum Filler

Three machines recommended here not only have greater speeds than you may think possible but require unbelievably small floor space. The investment in them is spread over so many more years of use that they usually defray their costs in actual cash savings over the years. Every U. S. Bottlers' Automatic Machine is the product of experienced production engineers and will synchronize perfectly into any modern production line.

LOAD-A-MATIC WASHER AND RINSER does so much more than merely wash up to 340 containers per minute . . . it takes containers by the case-full just about as fast as they can be loaded onto the machine; unscrambles them automatically and feeds them into the washer. After thorough washing it discharges containers to the conveyor. Handles most any container from baby food jars to 12 oz. bottles. If you have a washing problem write for the Load-A-Matic Bulletin.

SANITAIR DOUBLE ACTION AUTOMATIC AIR BOTTLE CLEANER provides double cleaning time at normal operating speeds. Capacity up to 130 containers per minute. Containers are completely inverted for most efficient cleaning action requiring a minimum amount of compressed air. Handles all containers from AGST finishes to wide-mouth container finishes. Position of cleaning protects cleaned containers from dust contamination. Has adjustable variable speed drive. Automatic safety features. Operates with watch-like precision, yet built ruggedly for many years of cost-saving use. Write for Bulletin.

U. S. ROTARY VACUUM FILLER in 5 models, for any type liquid; containers from ounces to gallons; at relatively high rates of speed. With this variety of models, every liquid packaging plant can now enjoy exclusive U. S. filling advantages that have become fairly standardized throughout industry. Write for Bulletin.

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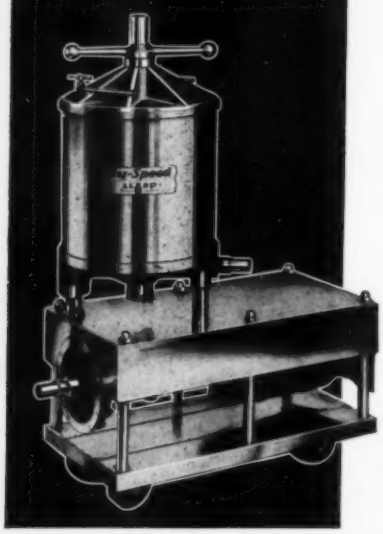

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Alsop "*Sealed-Disc*" Filters are engineered in every way to provide positive results in the quality and quantity of filtration as well as economy in operating and maintenance costs.

Alsop "*Sealed-Disc*" Filters are completely enclosed and leakproof; their simplicity, small size and large filtering area assures convenience and speed in operation. The entire filter can be taken apart for easy cleaning by simply removing the handle on top. Operation is instant, uniform and equally effective for clarifying, final polishing and for removing turbid matter on drugs, perfumes, liquid soaps, extracts, cosmetic preparations, chemicals, animal and vegetable oils, etc.

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"*Sealed-Disc*" Filters are available for use with Filter Paper or Asbestos Filter Discs covering a wide range of flow rates and degrees of fineness of filtration.

For complete information write, The Alsop Engineering Corporation, 309 Cass Street, Milldale, Connecticut.

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Filters, Filter Discs, Pumps, Tanks, Mixers, Agitators

The World Known

"TWIN FILLER"

for Gravity-Vacuum-Pressure

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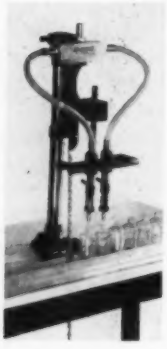

Rapid and accurate filling brought within the reach of everyone. Contains many of the features of large and costly machines. Will fill bottles in straight line manner as well as in your own packing trays. Foot operated.

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Straight Line Bottle Filling Machines
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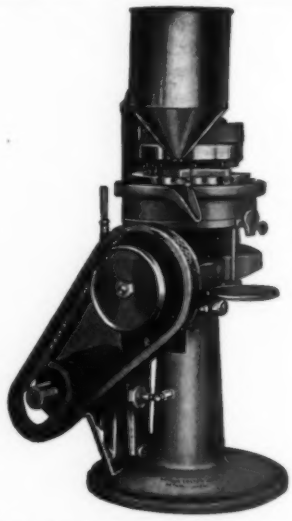


A NEW COLTON ROTARY TABLET PRESS
SERIES 200-25 ROTARY TABLET PRESS

The design of the Series 200-25 Tablet Machine is an outstanding engineering achievement, the culmination of years of experience in building tablet machines. This compact machine incorporates refinements that provide an entirely new standard of performance for this type of equipment.

ARTHUR COLTON COMPANY

2620 East Jefferson Established 1884 Detroit, 7, Mich.

Industry's Books

Fatty Acids and Their Derivatives, by A. W. Ralston, Assistant Director of Research, Armour and Company, 986 pp., John Wiley & Sons, New York, $10.

A recognized authority on the fatty acid derivatives, A. W. Ralston was winner of the 1946 Midwest Award of the American Chemical Society for his work on this subject. He is a graduate of Kenyon College and earned his Ph.D. at Iowa State College. Dr. Ralston has worked as research chemist for the Standard Oil Development Company, and Armour and Company, where he is now Assistant Director of Research. Fatty Acids and Their Derivatives is divided into two sections: (1) a description of the fatty acids—their occurrance in nature, synthesis, and physical properties, and (2) a study of the synthesis, properties, and uses of the various fatty acid derivatives. Dr. Ralston discusses those acids which contain six or more carbon atoms and the derivatives of these acids. He mentions those with less than six carbon atoms only where they are needed to complete a series or for purposes of orientation. The naturally-occurring fats, oils, and waxes are considered only as sources of the fatty acids. The preparation, physical and chemical properties, and certain uses of the major derivatives of the fatty acids are discussed in detail in the light of their historical background and present importance.

The Issue of Compulsory Health Insurance, A study Prepared at the Request of Senator H. Alexander Smith, Chairman of the Subcommittee on Health of the Senate Committee on Labor and Public Welfare, by George W. Backman, and Lewis Meriam, 271 pp., The Brookings Institution, Washington, $4.

During the past few years increasing participation by federal government groups in public health plans has led to the major proposals now under consideration by the national government. Under the first plan, the proposal is that the government would make grants-in-aid to the several states to enable each state, in its own way, to develop a program for providing the essentials of sound medical care for the indigent or medically indigent. People financially able to do so would be expected to make their own provisions for medical care. Under the second and revolutionary plan, the proposal is to adopt a system of compulsory health insurance which would be supported by taxes levied on every person. In this comprehensive report, the authors compare the health of Americans with that of people in leading foreign countries. They consider the effect of politics on a governmental system of medical care. They analyze the administrative costs and consider what the medical care would most likely be under a nationally controlled system.

Laboratory Manual of Pharmacology, by William T. Taylor, Ph. D., and Richard J. Weber, Ph. D., Department of Biology, Georgetown University, 151 pp., Illus., W. B. Saunders Co., Phila., $1.90.

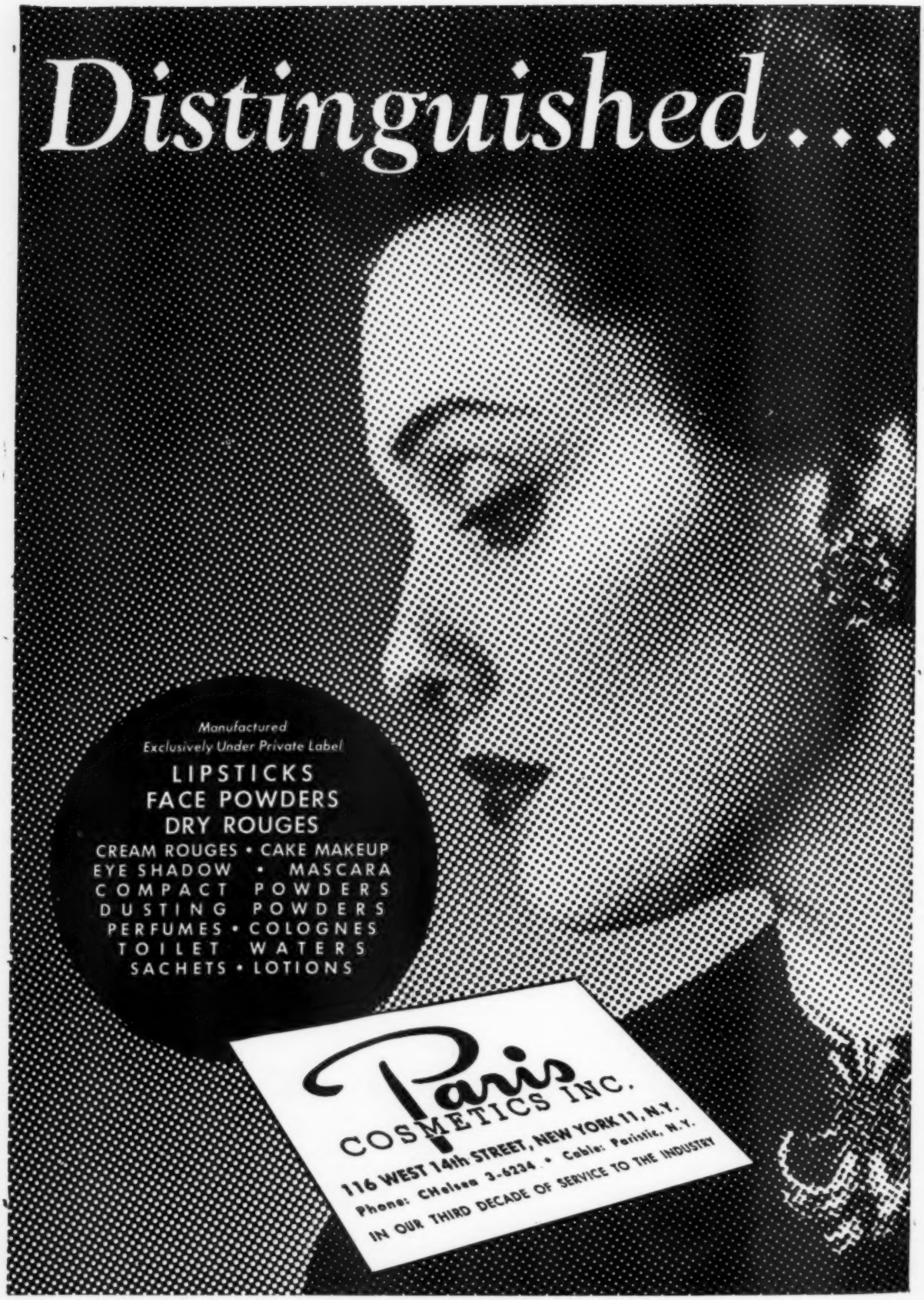
Young women graduating from high school frequently know little of mathematical principles and their application to practical situations. Too little time is given to laboratory work in the teaching of Materia Medica, with the result that practical application of new knowledge is neglected. The authors of this laboratory manual, have given consideration to these important points, and have laid stress on principles and their application. This manual is used in the teaching of students in the school of Nursing of Georgetown University, and it has proved to be sound educationally and professionally.

Annual Report On Essential Oils, Aromatic Chemicals, and Related Materials 1945, 127 pp., Illus., Schimmel & Co., Inc., New York, $3.

The publication of the Schimmel 1945 Annual Report on Essential Oils, Aromatic Chemicals, and Related Materials is welcome news as this work will prove useful in the hands of all those interested in this field. The reports published previously by Schimmel & Co., A. G. Miltitz, were outstanding in their thorough assimilation and analysis of all facts and figures relating to the subject and were used widely by chemists, educators and industrialists. As to the contents of the latest report, it begins with a section of commercial and scientific notes on essential oils, amply illustrated with graphs, and continues with scientific notes on aromatic chemicals, dealing with progress in synthesis and general research throughout the year in question. This is followed by a statistical section in which figures are given in production, imports and exports by countries. The book closes with a bibliography which has been prepared with the idea of being a complete and useful reference source when used by itself as well as in connection with the rest of the book.

Cosmetic Materials, Their Origin, Characteristics, Uses and Dermatological Action, by Ralph G. Harry, F.R.I.C., Head of the Cosmetic Department, Beecham Research Laboratories Ltd., 479 pp., Leonard Hill Limited, London, 35s.

The author of this work needs no introduction to the cosmetic industry here since "Modern Cosmeticology" now in its third revised edition has been looked to as an authoritative work in the field of cosmetics generally. This new Volume Two is certainly a welcome addition to the earlier volume, especially since the subject matter covered is original in comparison with the numerous good texts on formulation and manufacture. In general, the arrangement of the text in this work follows the scheme: substance, synonyms, formula, molecular weight, occurrence or manufacture, chemical and physical properties, uses in toilet preparations (dermatological uses are not excluded) and dermatological action. The dermatological action of the various substances mentioned is based upon the author's fifteen years experience in the elaboration and formulation of toilet preparations and of the effect of substances upon the skin. This book can serve as a clearing house for the correlation of knowledge regarding the dermatological action of substances in general upon the skin.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IN OUR THIRD DECADE OF SERVICE TO THE INDUSTRY

YOUR TRADE-MARK RECORD

By JOHN H. GRAHAM
International Patent and Trade-Mark Consultant

ONE which is not in our own field is nevertheless of interest since it answers a question often placed before me. That question is "can one protect a descriptive term if there is extensive use as a trade-mark?"

Sometimes that can be done and the old, now obsolete Act of 1920 was for the purpose of allowing certain of such marks including surnames, etc. which were prohibited as 1905 Registrations. The Act of 1946 (Lanham Act) provides for such marks on a Supplementary Register. However, the mark must be capable of distinguishing applicant's goods or service and must have been validly used for at least one year. Thus marks which are connotations which rightly are common to the trade cannot be purloined and made the property of an individual since the connotation cannot be held to *distinguish* the applicant's goods from others or to clearly show origin of the goods solely with the applicant.

In a recent decision Assistant Commissioner Daniels affirmed the action of the Examiner in refusing to register the notation "U-Shaped Crotch" for pajamas, etc. on the basis that the notation could not function as a trade-mark since it was the name common to the trade of a type of garment. It was held that the words had come to serve as a designation for certain garments so that they could have no trade-mark significance. This decision confirms the point above given and would stand as a good guide under the present laws.

About Goods of Different Descriptive Properties

It becomes more and more difficult to gauge when the goods are different enough to avoid conflict and every decision increases the confusion.

The U. S. Court of Customs and Patent Appeals recently decided that razor blades and shampoo are *not* goods of the same descriptive properties even though they are sold over the same counter in the same department. It was held on this point in McKesson and Robbins, Inc. versus William Isenberg (trade-marks SHAVEL for razor blades versus SHAV for shampoo) that the goods were made of different materials and were so dissimilar in appearance, use and structure that the use by the parties in suit of their marks on their respective goods would not be likely to confuse, mislead or deceive purchasers.

On the other hand, Mr. Daniels, Assistant Commissioner of the Patent Office, held that a laxative containing cascara sagrada sold under a trade-mark "Emodex" and orally active estrogenic placental hormones and Vitamin B in dosage form, sold under a trade-mark "Emmenoplex," came under the heading of goods of the same descriptive properties even though one is obtained only on a physician's prescription and the other "over the counter." It should be added that Mr. Daniels took into consideration the possible confusion also between the two trade-marks in appearance, spelling and sound (Ayerst McKenna and Harrison, Ltd. versus Vitamin-Erg., Inc.).

Against this the U. S. Court of Customs and Patent Appeals in Daggett and Ramsdell versus Bonat and Bro. held that a medicinal preparation and a cosmetic having no medicinal properties were *not* goods of the same descriptive properties, so that the concurrent use of "HA-KOL" for a medicinal preparation by Daggett and Ramsdell and "Harol" for hair shampoos by Bonat would not be likely to cause confusion in trade.

Another Case of "No Evidence!"

I have previously commented on cases where one party in an opposition does not bother to produce evidence but relies on his registration.

Nearly always it hurts him somewhere. Standard Laboratories, Inc. versus Proctor and Gamble Co. is of interest in this connection as well as the vital question above of goods of the same descriptive properties. The story is thus!

The Examiner sustained the opposition of Standard to Procter and Gambles' trade-mark "STRAN" for shampoos, based on Standard's "STIM" for treatment of dandruff. The Commissioner reversed the Examiner on appeal. The U. S. Court of Customs and Patent Appeals sustained the Commissioner on appeal.

Apparently, Standard introduced no evidence into the opposition except a copy of their registration of the trade-mark "STIM." Procter and Gamble put in an extensive answer. The said copy of the registration was held evidence of Standard's ownership but could not be accepted as evidence of other facts alleged in the formal notice of opposition but challenged by Procter and Gamble.

It was first held that because of the specific differences between the two products one of which is essentially a

Announcement

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QUINCE SEED
★
CASEIN

SPECIALTIES:

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★
TARTARIC ACID
★
CREAM OF TARTAR
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cleaning agent and the other a medicinal preparation they were not necessarily goods of the same descriptive properties. Coupled with this, the two marks were held as lacking resemblance in appearance, sound or meaning. The importnat point, however, is that it was stated that in the absence of any evidence introduced by Standard other than the registration of the trade-mark, nothing could be determined as to the chemical properties of the medicinal preparation, and a treatment for dandruff and the like may generally be regarded as something different from a mere shampoo applied as a hair cleanser.

I point out here that were it possible to prove that the medicinal preparation also had hair cleansing effects, as some dandruff treatments do, Standard would probably have been able to show the goods as of the same descriptive properties. This might have had no influence in the case under discussion but wherever possible, in opposition and like proceedings, evidence is a must for a completely safe case to be presented.

FOREIGN BRIEFNOTES

Germany

The Economic Council of the Anglo-American Occupational Zone of Germany has passed a bill concerning establishing Registration Offices for Patents, Designs and Trade-Marks. This will allow dates of priority of filing to be fixed.

Thus you can now register your claim in Germany officially and when a Patent Office is established for the whole area, you will have a priority date not only of filing in Germany but of any U. S. patent or trade-mark you now own which was filed during the war years. This is a chance to get in first. This is IMPORTANT if you had or wish to have German trade

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The following Trade-Marks were published in the official Gazette of the United States Patent Office in Volume 610 (number 4) dated May 25, 1948, and Volume 611 (numbers 1-3) dated June 1 to June 15, 1948, inclusive.

His Excellency—VI—I—512,203
Rawlings International, Inc., N. Y., N. Y.
Ser. Nov. 7, 1946 D. U. Oct. 2, 1946

Induspray—VI—T—520,192
Tanglefoot Co., Grand Rapids, Mich.
Ser. Oct. 7, 1947 D. U. Aug. 20, 1946

Jacologne—VI—ABCS—536,586
Jacqueline Cochran, Newark, N. J.
Ser. Oct. 3, 1947 D. U. June 1939

Jerine (and des.)—VI—CM—510,487
Jerine Co., Williamsport, Pa.
Ser. Oct. 9, 1946 D. U. May 15, 1935

Kitien—VI—ABCDH—503,004
Arthur Roskopf, Geneva, Switz.
Ser. May 29, 1946 D. U. June 1943

Le Galion—VI—B—535,486
Cigogne, Inc., N. Y., N. Y.
Ser. Sept. 24, 1947 D. U. 1936

Lip Service—VI—C—540,294
Lucien Lelong, Inc., Chicago, Ill.
Ser. Nov. 6, 1947 D. U. Oct. 30, 1947

Little Star—VI—ABCS—537,419
Jacqueline Cochran, Newark, N. J.
Ser. Oct. 10, 1947 D. U. Oct. 8, 1940

Look—IV—M—520,614
Climalene Co., Canton, Ohio
Ser. Sept. 11, 1947 D. U. Apr. 9, 1947

Lovingly Yours—VI—B—490,316
Renee Lacoste, Detroit, Mich.
Ser. Oct. 22, 1945 D. U. Sept. 12, 1945

Ma-Le-Na—VI—CS—543,892
Consol. Royal Chem. Corp., Chi., Ill.
Ser. Dec. 10, 1947 D. U. Nov. 1886

Maxim Gorman—VI—C—516,128 (and des.)
Gorman Cosmetics, N. Britain, Conn.
Ser. Jan. 22, 1947 D. U. July 1, 1946

Meadowbrook—IV—A—538,700
B. Altman & Co., N. Y., N. Y.
Ser. Oct. 23, 1947 D. U. Oct. 3, 1947

Mennen Look—VI—H—544,454
The Mennen Co., Newark, N. J.
Ser. Dec. 16, 1947 D. U. Oct. 1, 1947

Mured—VI—C—512,137
E. H. Swaim Co., Dayton, Ohio
Ser. Nov. 6, 1946 D. U. Oct. 25, 1946

Murine (and des.)—VI—M—528,635
Murine Co., Inc., Chicago, Ill.
Ser. July 15, 1947 D. U. Jan., 1940

New Look—VI—C—543,775
Carter Prods., Inc., N. Y., N. Y.
Ser. Dec. 9, 1947 D. U. Nov. 18, 1947

Oday—VI—H—515,863
Jones M. Chamblin, Jackson, Miss.
Ser. Sept. 23, 1947 D. U. Jan. 15, 1945

Perk-up—VI—ABCS—536,584
Jacqueline Cochran, Newark, N. J.
Ser. Oct. 3, 1947 D. U. Aug. 26, 1941

Pic Up—(and des.)—VI—H—546,493
Hair Research Studio, Chicago, Ill.
Ser. Jan. 8, 1948 D. U. June 1, 1947

Pocket—VI—C—546,350
Bourjois, Inc., N. Y., N. Y.
Ser. Jan. 7, 1948 D. U. Dec. 10, 1947

Reconciliation—VI—B—506,097
Jean D'Hennery, Inc., N. Y., N. Y.
Ser. July 23, 1946 D. U. May 8, 1946

Reine de Saba—VI—B—506,098
Jean D'Hennery, Inc., N. Y., N. Y.
Ser. July 23, 1946 D. U. May 8, 1946

Reverence—VI—B—506,099
Jean D'Hennery, Inc., N. Y., N. Y.
Ser. July 23, 1946 D. U. May 8, 1946

Right-Now—IV—M—505,942
Hermosa Prods. Co., Portland, Oregon
Ser. July 15, 1946 D. U. May 1, 1930

Scenario—VI—BC—528,493
Parfums Norante (SARL), Melun, Fr.
Ser. July 12, 1947 D. U. Jan. 22, 1935

Sharira (and des.)—VI—C—539,907
Sharira Prods., Col., Chicago, Ill.
Ser. Nov. 1, 1947 D. U. Oct. 7, 1947

Silver—VI—DT—537,972
Boyle-Midway Inc., Jersey City, N. J.
Ser. Oct. 16, 1947 D. U. Sept. 1933

Silver Foam Soap—IV—A—517,540 (and des.)
K. C. Working Chem. Co., La., Calif.
Ser. Oct. 6, 1947 D. U. June 14, 1938

Splash—IV—M—522,110
Lorco Corp., N. Y., N. Y.
Ser. May 8, 1947 D. U. April 16, 1947

Smug—VI—D—511,192
Valley, Inc., Chicago, Ill.
Ser. Aug. 1, 1947 D. U. Oct. 1, 1946

Sudzy Dudzy—IV—A—509,409
Essential Chem. Co., Milwaukee, Wis.
Ser. Oct. 27, 1947 D. U. Aug. 8, 1946

Sue Pree—VI—BCDEHI—544,928
Superior Prods. Co., Dallas, Texas
Ser. Dec. 19, 1947 D. U. Aug. 1, 1946

Tabaco en Flor (and des.)—VI—B—438,975
Roberto Amiguet Farre, Habana, Cuba
Reg. May 25, 1948
Ser. No. 491,815 Nov. 19, 1945

Teryl of Hollywood—VI—BCDEH—506,465
Sadie Mikeselle, Hollywood, Calif.
Ser. July 29, 1946 D. U. Oct. 1, 1945

Valoy—VI—BC—536,889
Salomon Freres, SARL, Pantin, Fr.
Ser. Oct. 6, 1947 D. U. Dec. 17, 1942

Vanah—VI—BCDEH—537,377
Van Ameringen-Haebler, Inc., N. Y., N. Y.
Ser. Oct. 9, 1947 D. U. 1941

Vaness—VI—BCDEH—537,861
Affiliated Prods., Inc., N. Y., N. Y.
Ser. Oct. 15, 1947 D. U. Mar. 1, 1940

When Knights Were Bold (and des.)—VI—CDHI—512,739
Gourielli, Inc., N. Y., N. Y.
Ser. Nov. 16, 1946 D. U. April 5, 1945

Whiz—IV—A—526,512
The Davies-Young Soap Co., Dayton O.
Ser. July 5, 1947 D. U. April 1, 1908

Wondertab—IV—K—527,682
Wondertab, Inc., Chicago, Ill.
Ser. July 5, 1947 D. U. May 5, 1947

Worth Cologne Chest—VI—B—534,179
Les Parfums Worth de Paris, Inc., N. Y., N. Y.
Ser. Sept. 11, 1947 D. U. Sept. 8, 1947

Cancelled Marks

The following Trade-Marks have now been cancelled and are therefore no longer in the Patent Office Register.

Pink Gold—VI—414,379
John-Frederics, N. Y., N. Y.
Reg. June 5, 1945. Can. May 14, 1948

Red Gold—VI—414,380
John-Frederics, N. Y., N. Y.
Reg. June 5, 1945. Can. May 15, 1948

SUVA—VI—C—419,278
Luellen, N. Y., N. Y.
Reg. Feb. 5, 1946. Can. Apr. 30, 1948

White Gold—VI—414,380
John-Frederics, N. Y., N. Y.
Reg. June 5, 1945. Can. May 14, 1948

Yellow Gold—VI—414,377
John-Frederics, N. Y., N. Y.
Reg. June 5, 1945. Can. May 14, 1948

Act of 1946

The following Trade-Marks have been re-published under the terms of the above (Lanham Act). No opposition can be filed against them but they are all subject to cancellation proceedings.

(Continued on page 398)

Patent Thoughts and Trends

By THOMAS CIFELLI, Jr., Patent Attorney

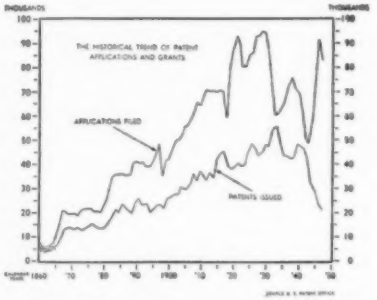
Patents as Crystal Balls

A few months ago we considered the relationship of patents and peace and saw how the United States patent system contributed to world peace up to the present time. While there are no doubt many people who will not agree, we have previously seen also that there is a considerable amount of evidence which shows that the United States patent system encourages the twin incentives to invent and invest. One may get an idea as to the amount of technological advancement under way by following the number of patent applications being filed. Since the amount of technological advancement is tied up with the strength of a nation perhaps we can get an idea as to how strong we may be in the future.

Before taking a quick look at the figures on the number of patent applications that have been filed in this country over the years, it might be advisable to offer just a few pieces of evidence which seem to indicate that there is a direct connection between the amount of patent activity and technological advancement. As noted in a previous article the late President Roosevelt looked upon patents as the keys to technology. The United States itself stands as the strongest country economically and has what is generally looked upon as the strongest patent system. A careful survey made a few years ago showed that the most progressive industries in the country generally were also the most patent minded; and, furthermore, this survey showed that within each industry the leading companies were the most active patentwise. Certain it is that there is a direct relation between patent activity and creative thinking and interchange of technical ideas; and it would seem obvious that the more active patentwise a country is the more progressive technologically speaking it is also.

Trend of Patent Applications

The chart reproduced here shows the historical trend of patent applications and grants from 1860 to practically the present time. It will be noted that in general the applications filed and patents issued show the same trends, so a study of one will serve for our purposes.



The published figures for 1947 indicate that the downward trend of patent applications continued through that year as the number of patent applications filed in 1947 was 76,729.

As already pointed out in Bulletin No. 2103 of the Machinery & Allied Products Institute a similar decline has been going on in Great Britain since 1910, the downward trend in United States showing itself later. During the first thirty years of this century our population grew about 61 per cent while patent applications increased by 130 per cent. Since 1930, although our population has increased 15 per cent, there has been a 15 per cent decline in patent applications. The present position of Great Britain when viewed in the light of these figures can be understood and the question arises as to whether we are next to undergo industrial sickness.

Why United States Patent Applications Have Declined in Number

Many people have considered this problem and have advanced reasons to try to explain the decline in the United States. One of the best analyses of the situation that the writer has seen is the one given in the aforementioned bulletin of M.A.P.I. which gives the following as the reasons:

1. The standard of invention has risen. Patent Office examiners today are more strict than they were a generation ago. A rebuttal to this is that the comparison is of applications, not of grants. After about 1915 there was a great widening of the spread between applications and grants—a larger proportion of applications was rejected—but this did not seem to discourage applicants.

2. There is also widespread feeling that patent protection of inventions has suffered seriously from adverse court decisions in recent years. Only rarely is a patent held to be valid if its validity is an issue in either a district court of the U. S. Supreme Court. Recent decisions have also made it more difficult to prosecute infringers, and in many other respects the attitude of the courts may make a patent owner feel less secure than formerly.

3. Fewer foreigners apply for patents in the United States today than when countries like Germany, England, France and Italy had relatively free capitalistic economies. However, in the 1930's applications by foreigners accounted for only about 12 per cent of the total volume. Many of the channels from old sources have been reopened since the cessation of hostilities, and some, particularly from the British Isles and Canada, were never closed. Even if that were an important factor it would merely indicate that foreigners are an important source of inventions for America, and as that source is cut off the flow of technological information through the United States Patent Office to American industry is reduced. If we get less from abroad we need even more from Americans.

4. Concentration of manufacturing in big companies, some say, tends to make patents less important. This contention is bolstered by testimony before Congressional committees considering patent legislation where it has been shown repeatedly that patents are far more important to small companies than large. A patent is one of the few instruments of competition for a small manufacturer, whereas a large company has many. However, even though patents may be less important to big companies for competitive reasons, such companies still patent their new inventions. They are forced to for self-protection; if they did not others would claim their inventions and seek patents on them.

5. Slow response from the Patent Office on applications may tend to discourage dealings with it. Today more than 200,000 applications are awaiting action, an equivalent of more applications than are received in two years. This condition appears to be due to inadequate facilities in the Patent Office and similar problems of administration.

6. Some cite the innumerable difficulties of starting a new business as an important reason why there are not more patent applications. A generation ago a business-minded mechanic or engineer with an idea could start a business based on his patent, and that has been the origin of thousands of American companies. Today such a man looks at taxes, government regula-

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tions, union labor problems and similar hazards, including the complexity of modern technology, and decides to remain an employee. In short, the incentive is largely gone for the small entrepfeneur for whom the patent system has been most important.

What of the Future?

While the picture does not appear to be very promising, it is believed that the unfavorable trend can and will be arrested. For one thing, while it is historically true that after previous wars patent applications increased and that such is not the case at this time, it must be remembered that we cannot accurately say that we have had a post-World War II period yet. The great uncertainty of the last few years has to be taken into consideration in evaluating the decline from 1946 on. Another hopeful note is the discernible tendency of the Courts to look upon patents with a more favorable attitude. Also, there is pressure on Americans to do creative work in lines which were previously left to the Europeans and this can only result in more patent activity. The United States Patent Office is earnestly trying to overcome its backlog of applications and in this endeavor merits the cooperation of all who deal with it.

Indeed, it may be that the adverse trend has already been arrested for it was learned in January of this year that the United States Patent Office was then receiving applications at the rate of 2,000 a week—an all time high. The answer to the question, therefore, depends on whether this rate has or has not been maintained.

Permanent Waving

Samuel Grant of Chicago recently obtained a patent on his process for waving hair by a combination of the cold and machineless permanent waving method. His patent, U. S. 2,446,227, issued with thirteen claims and was assigned to Helene Curtis Industries, Inc.

Grant points out in his patent that both the cold and machineless methods have advantages and disadvantages. The advantage of the former is that it gives the much desired soft texture and lustrous appearance to the hair. Its disadvantage is the long time required. On the other hand, the advantage of the machineless method is the short time it takes and its disadvantage is the characteristically undesirable texture, i.e., the hair fibers are left in a coarse and harsh condition.

Grant asserts that his method adopts the most desirable characteristic of both of these former methods and he obtains a soft, lustrous curl in an extremely short time.

The hair to be subjected to the patented method is first shampooed and dried. Several strands of hair are blocked off and clamped into a spacer, which serves also to keep excessive heat from reaching the scalp. A softening solution is then applied to the hair strands, preferably by combing it in. A curling rod, preferably of aluminum, is used to wind the hair on, after which the rod and wound hair are clamped onto the spacer. A heating pad, which contains ingredients that react upon the application of moisture to generate heat, is clamped over the curling rod and wound hair. The hair is subjected to the heat of this pad for about five to eight minutes, whereupon the pad is removed.

Absorbent paper (Kimpak), saturated with a neutralizing solution or lotion, is then applied over the treated, wound hair. The heating pad is again clamped on, this time over the treated absorbent paper, and the hair is subjected to about five more minutes of heat. The paper and pad are then removed and the curl is allowed to cool and set on the curling rod, which is finally removed, leaving the completed wave.

The softening solution used by Grant is a 1 per cent, 3 per cent or 5 per cent solution of thioglycolic acid, preferably in the form of the ammonium salt. The pH is about 7 to 8.5. The concentration of the solution and the pH may cover wider ranges, depending on the texture of the hair.

The neutralizing solution consists of an oxidizing agent mixed in solution with an acid rinse. Bromates, chlorates and iodates may be used as the oxidizing agent, but one-half to one ounce of peroxide is preferred. One or two teaspoonfuls of vinegar constitute the preferred acid rinse. These agents in the amounts stated are thoroughly mixed with four ounces of water.

According to the inventor, his process cuts down the treatment time of a hair strand to 10 to 15 minutes, while the prior cold waving process took 20 to 90 minutes. Another asserted advantage is that fewer strands need be treated by his process as compared with the usual cold waving method.

The Patent Office cited three United States and one Australian patent during the prosecution of Grant's application. The cited references are:

U.S. 1,986,689—Thomas et al —Jan. 1, 1935
U.S. 2,122,783—Suter et al —July 5, 1938
U.S. 2,155,178—Brown —Apr. 18, 1939
Australian 117,071—McDonough —June 17, 1943

The first of these cited patents deals with straightening kinky hair, believe it or not.

The Suter et al patent showed a scalp-protecting pad adapted to lie against the scalp near a tress to be wound, an absorbent sheet projecting from the upper face of the pad, moisture sealing material on the outer surface of the sheet, the absorbent sheet and sealing material being wrapped around the wound tress.

Brown's patent teaches a process of imparting a wave by treating the hair with a sulfur removing waving agent at temperatures under 120°F. long enough to set the hair permanently and then treating the hair with an oxidizing agent.

The Australian patent involves the application of heat in combination with thioglycolic acid.

It is understood that the process patented by Grant found commercial expression in Elasticurl, put out by Helene Curtis. It is also understood that in a recent case decided in Chicago the process as described in the Grant patent was held to infringe other McDonough patents.

Other Patents

U. S. 2,441,091—**Hartford National Bank—7-dehydrosterol.**

U. S. 2,441,129—**A. Berczeller—Bile Acid Derivatives of Aryl Sulfonamides.**

U. S. 2,441,138—**E. R. Elder—Drying Hair with Liquefied Gas.**

U. S. 2,441,141—**Merck & Co.—Biotin Intermediate. Optically active basic amino acid salts of a stereoisomer of cis-2-(4′-carboxybutyl) - 3,4 - ureido - tetrahydrothiophene.**

U. S. 2,441,396—**Research Corp.—Antidote for heavy metal poisoning. Di - (m - carboxyphenyl) thiocarbazone and salts.**

U. S. 2,441,560—**Schering Corp.—Male sex hormone. Δ_1-androstendione.**

U. S. 2,441,566—**Sharp & Dohme—Sulfonamido-S-substituted Isothioureas.**

U. S. 2,441,576—**Parke, Davis—Antimalarials. 2-diethylaminomethyl 4-phenoxyphenol hydrochloride.**

U. S. 2,441,665—**Parke, Davis-Antimalarials. Diamines.**

U. S. 2,441,839—**Institute of Paper Chemistry—Vanillic Acid from Vanillin.**

(To be continued)

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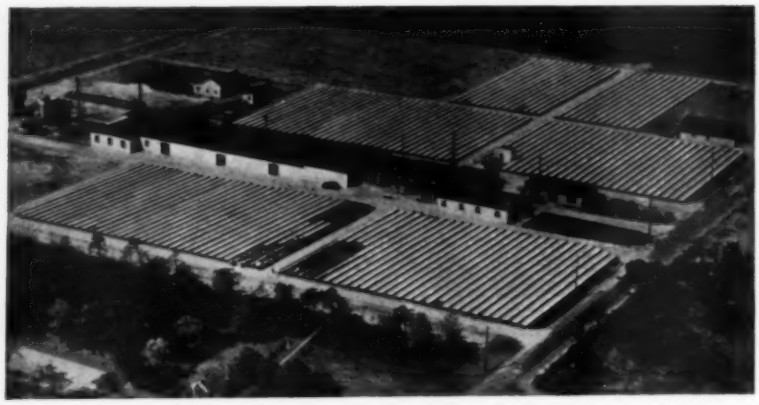

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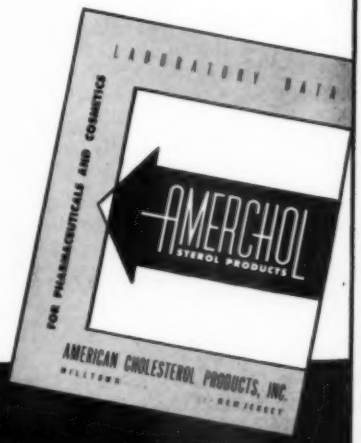

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Compounder's Corner

More Dermatologic Formulas

In the concluding part of his dermatologic formulary, appearing in The March Report for July 1948, H. Goodman presents quite a number of recipes for making therapeutic and cosmetic products. In discussing fat and fatlike ingredients, Goodman notes that these materials are components of the highest form of dermatologic chemical preparations. A working definition for creams is stated as mixtures of fat and fatlike substances intimately bound with water through physical, chemophysical, or chemical intermediaries or mixtures of them. Dermatologic creams are designed to be permanent rather than temporary emulsions. Practically all emulsions for application in skin conditions are oil-in-water phase, rather than water-in-oil phase. Marketed under the labels as cold creams, cleansing creams, foundation creams, night creams, massage creams, shaving creams, or vanishing creams, the permanent oil-in-water phase combinations of fat and fatlike ingredients intimately bound with water depend for their effects upon the preparations of fat and fatlike products and the mode of their binding.

A number of formulas illustrating the use of fats and fatlike materials are given by Goodman, of which the following are typical examples:

Liquid Mineral Oil Brilliantine

Liquid petrolatum	32–40
Sesame oil	10–32
Alcohol, isopropyl, sufficient to make	100.

Cleansing cream

Glyceryl monostearate, SE	4
Stearic acid	8
Ceresin	6
Petrolatum	30
Liquid mineral oil, low viscosity	10
Propylene glycol	10
Triethanolamine	3
Water, sufficient to make	100

Melt the fatlike solids, warm the oils, heat the water and triethanolamine to same temperature and mix by mechanical agitation until cream forms.

Cold cream

Liquid mineral oil, low viscosity	36
Beeswax	6
Cetyl alcohol	2
Stearyl alcohol	2
Lanolin	2
Glyceryl monostearate, SE	4
Sodium lauryl sulfate	1
Borax	0.6
Water, sufficient to make	100

Melt the fatlike solids, warm the oil, heat the water and borax to same temperature and mix by mechanical agitation until cream forms.

Massage cream

Camphor	1
Beeswax	12
Spermaceti	12
Lanolin, anhydrous'	8
Peanut oil	32
Brorax	1
Water, sufficient to make	100

Melt the fatlike solids, warm the oil, mix with heated water and borax by mechanical agitation and add camphor as it cools.

The final section of Goodman's review is devoted to a variety of dermatologic specialties. Several formulas for making depilatories are as follows:

Powder for making paste for hair epilation

Strontium sulfide	12
Barium sulfide	12
Talc	20
Magnesium carbonate, sufficient to make	100

Mix and sift. Make paste prior to application by addition of:

Glycerine	6
Water, enough to make	100

Liquid for hair epilation

Sodium sulfide	8
Glycerine	6
Alcohol isopropyl	10
Water, sufficient to make	100

Dissolve the powder in mixture of liquids.

Wax for hair removal

Beeswax	20
Cetyl alcohol	2
Rosin, sufficient to make	100

Melt and mold into sticks. Must experiment to secure proper melting and hardening points with the actual materials you incorporate. If too hard, reduce the rosin content and increase the beeswax.

Scalp preparations include:

Scalp wash

Quinine bisulfate	1
Betanaphthol	4
Sulfonated castor oil	12
Isopropyl alcohol	50
Water, enough to make	100

Scalp pomade

Resorcinol monoacetate	4
Castor oil	30
Sesame oil	30
Cetyl alcohol	2
Ceresin	20
Hydrogenated oil and Petrolatum, of each enough to make	100

Melt the solid fatlike ingredients, warm the oils, and incorporate the resorcinol monoacetate as mixture cools.

Among the foot-care preparations are the following:

Corn softener

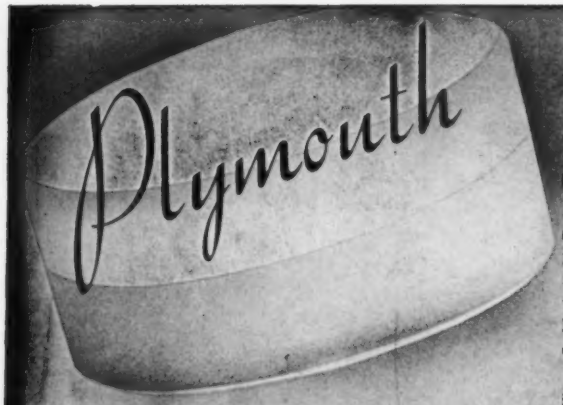
Salicylic acid	12
Castor oil	6
Collodion, enough to make	100

Foot perspiration deodorant-acting powder

Paraformaldehyde	4
Tannic acid	6
Boric acid	1
Purified siliceous earth (finer than 325 mesh)	5
Bentonite	5
Magnesium carbonate	10
Magnesium stearate	10
Precipitated chalk	10
Talc, sufficient to make	100

Foot perspiration deodorant-acting liquid

Acetic acid	4
Alcohol, isopropyl	50
Cologne water, sufficient to make	100



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Salicylic acid	6
Liquid light petrolatum	5
Wool fat	12
White petrolatum, to make	100

Incorporate the powder, moistened by the mineral oil, into mixture of solid fatlike ingredients.

Hyperkeratotic lesions of ringworm of the toes and toe interspaces

Chrysarobin	5
Chloroform, to make	100

Manicure preparations are represented by:

Nail cuticle-softener

Potassium hydroxide	2
Glycerine	24
Water, sufficient to make	100

Dissolve the alkali caustic potash in water and add glycerine.

Cream for brittle nails

Lanolin anhydrous	30
Peach kernel oil	6
Corn oil	2
Castor oil	2
Beeswax, yellow	4
Cetyl alcohol	2
Borax	1
Water, sufficient to make	100

Melt the fatlike solids, warm the oils, heat water with the borax and stir, utilizing mechanical agitation until a cream forms.

Revised T. G. A. Specifications

Revised specifications for several important cosmetic raw materials were issued on May 15, 1948 by the Board of Standards of the Toilet Goods Association. Included are revised specifications for mineral oil, glycerine, borax and petrolatum. Specification No. 1A for mineral oil supersedes T. G. A. Specifications Nos. 1 and 2 covering mineral oil (non-paraffin base) and mineral oil (paraffin base) issued in 1940.

Booklet on Organic Acid

"Organic Acids" is the title of a new booklet just published by Carbide and Carbon Chemicals Corporation. It presents in detail the properties, specifications, and uses of synthetic butyric acid, 2-ethylbutyric acid, caproic acid, 2-ethylhexoic acid, and sorbic acid. These acids are important as intermediates in the production of synthetic flavors, plasticizers, varnish driers, and pharmaceuticals. Thirteen charts in the new booklet present such data as physical constants, solubilities, and electrical conductivity. Constant boiling mixtures and a section on specification test methods are also included. Copies may be obtained by requesting Form 4768-A.

Cosmetic Information Folder

Use in the manufacture of cosmetics of white mineral oils, petrolatums, and cosmetic specialties produced by L. Sonneborn & Sons is given in a six-page folder just issued by this company. Properties of these products are given together with the importance of these properties in production of cosmetics of maximum effectiveness, dependability, and sales appeal. More than forty different types of skin preparations, hair preparations, soaps, and specialties are covered. A chart lists these cosmetics and indicates the particular petrolatum, white mineral oil, or cosmetic specialty most suitable for use as an ingredient. Copies on request.

Dermatitis from Cosmetics

In the May issue of the Practitioner (*through* Chemist and Druggist *149:677, 1948*), *Hodgson states that cosmetic dermatitis is rare. When such dermatitis has been diagnosed, removal of the cause leads to immediate improvement. The preparations most likely to give trouble are nail polish and perfumes (when contained in other preparations). However, no suggestion is made that any ingredients at present generally used in cosmetic manufacture should be avoided. the possible risks of commonly used cosmetics plus other pertinent information, as given by Hodgson, is summarized in the following table:*

Product	*Risk*	*Probable Cause*	*Remarks*
Hair dye			
(a) Vegetable	Virtually none. Henna tints may act like "para" group (see below)		
(b) Mineral (e.g., silver nitrate)			Little used
(c) "Para" group (e.g. paraphenylene diamine; pyrogallol)	Contact dermatitis(about 4 per cent. of population estimated sensitive)		Patch test desirable; label should recommend such test before use
Nail varnish	Dermatitis Photosensitization	Plasticiser, perfume or dye (e.g., maroon, rhodamine B)	Dermatitis occurs on the face
Cream	Blackheads and acne-like pimples	Soft and liquid paraffins	Emollient action of cold creams and "modern" creams "can only be for good." Addition of vitamins and sex hormones discouraged
Perfume	Dermatitis and pigmentation (when incorporated in other cosmetic preparations)		Seldom produce irritation when used alone.
Deodorant	Seborrheic dermatitis of the axillae	Aluminum salts, zinc peroxide, and formaldehyde (from hexamine)	Well-established proprietary deodorants may safely be prescribed for axillary hyperhidrosis
Lipstick	Dermatitis Photosensitization	Eosin group of dyes	Inclusion of sulfonamides condemned. Lipsticks may protect against winter chaps
Eyelash paint	Swelling of eyelids Blepharitis and styes	Dyes	Mascara from lampblack innocuous

Useful Booklet on Amerchols

A booklet published by American Cholesterol Products, Inc., provides in interesting form the characteristics and uses of the Amerchols. The Amerchols are non-ionic emulsifiers, emollients and penetrants which contain cholesterol, its isomers, and related sterols of animal tissue origin. These highly purified substances are odorless, tasteless and almost colorless. Containing a considerable amount of factual information, the booklet provides data on the uses of the Amerchols in pharmaceuticals, cosmetics and in other products. A number of practical, tested formulas for making various types of creams, lotions and ointments are presented. Particularly noteworthy is the fact that these products are unusually effective in oil-in-water emulsions. Previously it had been taken for granted that products of this nature are of value primarily in water-in-oil emulsions.

Vegetable Hair Oil

A formula for a hair oil consisting of a mixture of vegetable oils is given in the *Perfumery and Essential Oil Review* (39:85, 1948), as follows:

Olive oil	45.00
Sweet almond oil	48.95
Castor oil	5.00
***Para*hydroxybenzoic acid ester**	0.05
Perfume	1.00

Dissolve the *para*hydroxybenzoic acid ester and the perfume in the alcohol then mix in the sweet almond oil. Mix the olive and castor oils and add the sweet almond oil mixture. Allow to stand for three days and filter.

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Advancing Therapy

Iodine plus Dextrose for Goiter

In the Philippine Journal of Surgery (2:182, 1947), J. Estrada and P. T. Nery point out that although the use of thiouracil has eliminated thyroid crises, it has its drawbacks and has created new problems. Aside from the possibility of producing agranulocytosis, its use requires a long preoperative treatment and it produces a highly vascular and friable organ that makes hemostasis difficult and uncertain. The authors decided to go back to iodine, but to administer it in a modified form. They administer 2 cc. strong solution of iodine (Lugol's solution) in 1,000 cc. of isotonic or hypertonic dextrose solution in the form of continuous venoclysis. They have used this medication in 25 patients, most of whom had diffuse toxic goiter or primary hyperparathyroidism. In 17 cases it was used postoperatively and in the other 8 cases it was used both before and after operation. The results were most encouraging in that thyroid crises either were prevented or occurred without nervous manifestations and without fatality.

Vitamin P for Ulcerative Colitis

Z. Maratka (*Gastroenterologia* 72:372, 1947, through *J. A. M. A.* 137:996, 1948) has investigated the efficacy of citrin (vitamin P) in the treatment of 33 cases of ulcerative colitis. He found that there is a great difference between the mild (hemorrhagic) and the severe (suppurative and ulcerative) forms. Treatment with citrin was found effective in the initial, hemorrhagic stage of the disease, but it was ineffective in the severe forms.

"Myanesin" for Spastic and Hyperkinetic Disorders

The interesting pharmacologic properties of "myanesin" (3-orthotoloxy-1, 2-propanediol), such as its power to relax spasticity and rigidity, its action to restore deranged reciprocal innervation and its inhibiting effect on certain release symptoms, suggested that this drug may be useful in the production of muscular relaxation during anesthesia and for the treatment of certain spastic and hyperkinetic disorders. "Myanesin" has since been widely used for muscle relaxation during anesthesia in Great Britain, and it was recently reported that 10,000 patients received intravenous injections of this agent. The value of "myanesin" in the treatment of spastic and hyperkinetic disorders has not been examined as extensively. In most of these cases the drug was administered intravenously. Of decided interest, therefore, is the work of F. M. Berger and R. P. Schwartz (J. A. M. A. 137:772, 1948) which draws attention to the fact that "myanesin" is well absorbed after oral administration and that the drug has yielded satisfactory results in previously intractable conditions. In their work the drug was administered as 3.3 per cent (weight in volume) solution in 20 per cent (volume in volume) aqueous propylene glycol, with syrup of cherry 20 per cent (volume in volume) to improve the taste of the mixture. The usual single dose was 30 cc. of the mixture equal to 1 Gm. of "myanesin." Children received proportionally smaller doses.

In summarizing their observations, Berger and Schwartz state that "myanesin" has a relaxant effect on muscle spasm, spasticity and rigidity and an ameliorating effect on tremor and involuntary movement of extrapyramidal origin. These effects are caused by a selectively depressant effect of the drug on the central nervous system. Up to the present the drug has been administered intravenously and was thought to have little practical interest because of the evanescent action and side effects introduced with this route of administration. Their report shows rhat "myanesin" on oral administration produces most of the beneficial effects observed after intravenous administration without causing side effects. The drug was well tolerated over a period of many weeks and favorably influenced several previously intractable conditions.

Chlorophyll in Intestinal Diseases

The efficacy of chlorophyll as a tissue stimulant and healing agent in cases of trophic ulcers, varicose ulcers, decubitus ulcers, pilonidal cysts, osteomyelitis, burns and other conditions where topical application is indicated, has been proved by a number of investigators. In view of the results obtained by other workers, H. A. Rafsky and C. I. Krieger (*Rev. Gastroenterol.* 15:549, 1948) decided to test the value of chlorophyll solutions in the treatment of intestinal diseases. The study was made on a series of 20 patients whose age range was from 12 to 60 years. Eleven patients had ulcerative colitis, in two of whom a colostomy had been performed. One patient had an extensive ileitis with many skipped areas in the small intestines. There were four patients with sigmoiditis and four with spastic colitis, two of whom had rectal bleeding. Treatment consisted of rectal instillation of various dilutions of chlorophyll solution in physiological saline. This was given as a retention enema once daily. Later, undiluted chlorophyll solution was used. No evidence of irritation resulted from the treatment and the solution was retained as a rule for several hours. When the patients began to improve, they were able to retain the chlorophyll solution over night.

Periodic examinations of the urine and blood counts were made while the

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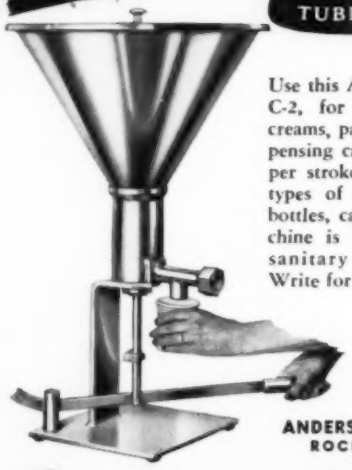

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patients were under treatment. No evidence of any side reaction or toxicity was noted. Definite improvement was seen in the majority of the cases. This improvement was based on the proctoscopic, X-ray and sigmoidoscopic findings. Although their report is a preliminary one Rafsky and Krieger feel that this far definite improvement has occurred in most of the cases. The studies are being continued.

Oral Penicillin for Respiratory Infections

W. S. Hoffman, J. W. Hofer and H. Gordon (J. Pediatrics 32:1, 1948) treated 143 infants and children who had acute respiratory infections with a palatable solution of soluble tablets of crystalline potassium penicillin G without buffers. Dosage to be used every three hours for each age group was determined by an evaluation of assays of the plasma penicillin levels obtained after single doses in 209 control infants and children. In 94 (65.7 per cent) of the patients treated, fever subsided within forty-eight hours and clinical improvement occurred. Fair results were achieved in 26 (18.2 per cent) and poor results in 23 (16.1 per cent). Evaluation on the basis of positive bacterial cultures or high white blood cell counts only slightly increased the percentage of satisfactory results. Yet it was certain that a virus component was present in many cases. Plasma penicillin levels obtained were of the same order as those found in assays. Urticaria occurred in only 1 patient and there was only occasional vomiting. Thus oral administration of penicillin without buffers is to be considered a convenient and satisfactory method of treatment of respiratory infections in children, if adequate doses are used. Failure of response in forty-eight hours is the signal for increased dosage or change to parenteral penicillin.

Vitamin E in Vascular Diseases

Studies were conducted by E. V. Shute, A. B. Vogelsang, F. R. Shelton and W. E. Shute (*Surg., Gynec. & Obstet.* 86:1, 1948) on several types of vascular disease, such as indolent varicose ulcers of the legs, thrombophlebitis, early gangrene of the extremities, thromboangiitis obliterans and cerebral thrombosis. The authors conclude that *alpha*-tocopherol in a daily dosage of 200 to 300 mg. may be helpful in the treatment of these diseases. In 20 cases of cerebral thrombosis from 10 to 75 per cent of the disability disappeared in the group as a whole, chiefly in the first three weeks. The best results were obtained in cases treated as early as possible. In cases of fresh thrombosis clinical improvement was accompanied by a rise in platelet count and apparent resorption of the fibrin mesh. In thrombophlebitis resolution progressed uniformly but older and organized thrombi were usually associated with higher platelet counts and doses of *alpha*-tocopherol up to 600 mg. might be required in these cases.

Histamine for Migraine

Histamine has been reported to have a prophylactic and curative effect on migraine. Hence the significance of the review made by D. Macy, Jr. and B. T. Horton (J. A. M. A. 137:1110, 1948) of the records of 144 patients treated with histamine alone between the years 1937 and 1945. They found that the migraine syndrome in 23 to 33 per cent of the patients was unchanged after histamine therapy, irrespective of the route of administration of the drug. Intravenous administration of the drug was found to be the least effective method of histamine therapy in the treatment of migraine. The syndrome of 33 to 50 per cent of patients with typical migraine and that of 40 to 66 per cent of patients with a typical migraine showed significant improvement during the period of treatment by this method. The subcutaneous administration of histamine was found to be effective in a wider variety of cases of migraine than was the intravenous administration of histamine. Approximately 60 per cent of migrainous patients, irrespective of the type of migraine, showed significant improvement during the period of treatment by this method. The administration of histamine by both the intravenous and the subcutaneous route was found to be the most effective method of histamine therapy in the treatment of migraine. Seventy to 85 per cent of patients with typical migraine and 75 to 100 per cent of patients with a typical migraine showed significant improvement during the period of treatment by this method.

In concluding, Macy and Horton state that the use of histamine may prevent some attacks of migraine in some cases. The duration of such an effect seems to parallel the duration of administration of adequate doses of the drug. Adequate dosage varies with the individual patient. They feel that although histamine was not found to be either a specific or a truly curative agent in the migraine syndrome, until such an agent appears, histamine will continue to have a place among the prophylactic measures of value in the clinical management of the migrainous patient.

Evaluation of Head Lice Treatments

An evaluation of three pediculicidal preparations, all of which had been adopted by the army during the war has been made by G. W. Eddy (*Am. J. Hygeine* 47:26, 1948). These anti-lice preparations include MYL, DDT louse powder and NBIN emulsion. The MYL formula is composed of 0.2 per cent pyrethrins (from a 20 per cent concentrate), 2 per cent N-isobutylundecylenamide (IN-930). 2 per cent 2,4-dinitroanisole and 0.25 per cent "phenol S" (a mixture of isopropyl and diisopropyl cresols) in pyrophyllite. The DDT powder contains 10 per cent of DDT in pyrophyllite. The NBIN emulsion is prepared from a concentrate containing 68 per cent of benzyl benzoate, 14 per cent of "Tween 80" (polyoxyalkylene ether of sorbitan mono-oleate), 12 per cent of ethyl aminobenzoate and 6 per cent of DDT. One part of the concentrate is diluted with 5 parts of water before using. All the persons treated were infested with either lice or eggs. Before treatment only 20 of the 222 persons treated with MYL powder were found to harbor lice; 63 of the 178 treated with the DDT powder had active forms present; and 171 of the 636 treated with the NBIN emulsion were found to be infested with lice. Probably motile forms were present in many instances but were not detected. On examination eight to ten days later no live lice were found following the use of DDT or NBIN, but on 3 persons treated with MYL live lice were present. The MYL powder cannot be depended on in all instances to give complete control in one application.

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Perfumer's Shelf

Correct Scenting of Cosmetics

The importance of selecting the correct perfume for scenting cosmetics was stressed by A. L. Van Ameringen in his talk at the Spring meeting of the Society of Cosmetic Chemists. He stated that the time of day at which the preparation is used and the length of time it must stay on the skin should receive special consideration. Any cosmetic applied before retiring and supposed to stay on during the night should only impart a faint, pleasant, luxurious scent. Exhilarating odors such as Carnation, Musk or Heliotrope types will interfere with sleep and should be avoided. Heavy clinging odors have a disturbing effect and should also be eliminated. It is essential not to overperfume any cosmetics applied before retiring for even the correct type of odor when present in too large a volume becomes disturbing during the hours devoted to sleep.

In addition to providing sales appeal, the perfumes used to scent makeup preparations should possess the ability to blend well with practically every perfume type. Light flowery bouquets and odors such as Rose, Jasmin, Lily of the Valley, Ylang, Sandalwood and Heliotrope are good blending scents. They will go very well with practically any type perfume a woman may wear. Carnation, Lavender, Lilac, Tuberose, Narcissus, Patchouly, Hyacinth, Vetivert, Leather and Oakmoss types, on the other hand, are scents which may clash with other perfumes.

The products of most importance as far as their need for a blending scent are concerned are face powder, talcum powder, soap, and bath preparations. They as a rule impart more odor volume to the user than lipsticks, eye shadow, mascara and similar preparations. The manufacturer who uses only one scent for a particular cosmetic should therefore use a scent which will blend with practically any of the accepted perfume types. There are only about eight main groups: The Flowery perfumes; the Aldehyde perfumes; the Oakmoss types; the Amber Oriental Types; the Woody types; the Leathery types; the New Mown Hay types; and, the Spicy types. The manufacturer who is producing a cosmetic which he offers in more than one scent should have one which is of the blending type so that the woman who uses different perfumes can use this cosmetic with any of the perfumes she may use on a particular day. In concluding, van Ameringen points out that the difference in the ingredient costs of a good cosmetic product and an average quality product is a small one. Since many of the low priced cosmetics are as sound and efficient from a functional standpoint as the higher priced ones, the difference in price must be justified. This can be achieved by giving additional value to the customer, and the most effective increase in value is accomplished by increased odor value. Odor value is a matter of quality and should not be confused with odor volume.

New Synthesis of Muscone

It is noted in the *Perfumery and Essential Oil Record* (39: 114, 1948) that muscone, the essential odoriferous component of musk, was isolated by Ruzicka, who first determined its constitution and showed that it was 3-methyl cyclopentadecanone. Various methods have been suggested for the synthesis of this body, which is of very great importance in perfumery, but as they have all started with a material itself very difficult to prepare, none of them has proved suitable for the manufacture of muscone on a commercial basis. The result has been that other synthetics which are more easily made, and which are not dissimilar to muscone in odor, have been used to a large extent instead of muscone.

Recently, M. Stoll and A. Rouve (*Helv. Chim. acta.* 30: 2019, 1947) have announced a new synthesis of muscone from more easily prepared materials and this synthesis may open the way to the large scale production of muscone. From their report it would appear that muscone can be synthesized from sebacic acid in six steps, as follows:

(1) Esterification.

(2) Catalytic reduction to decanediol.

(3) Bromination to give decamethylene dibromide.

(4) Reaction with acetoacetic ester followed by hydrolysis to give dodecamethylene dimethyl diketone $CH_3CO-(CH_2)_{12}COCH_3$.

(5) Reaction with methylaniline magnesium bromide followed by hydrolysis to give muscenone.

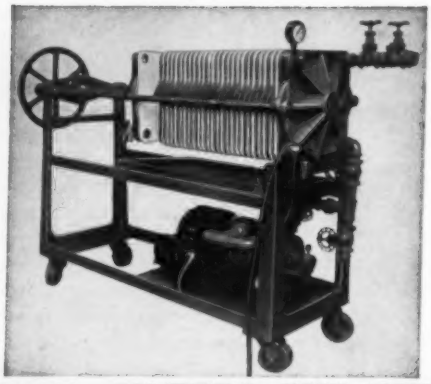
(6) Catalytic reduction to muscone.

The key to the whole synthesis and the novel feature involved is step 5; the adaptation of the Grignard and Colonge reaction to cyclisize the diketone.

Ethers in Perfumery

A comprehensive review of ethers and their role in perfumery has been presented by R. W. Moncrieff in *Soap, Perfumery and Cosmetics* (21: 144, 1948). Chemically speaking, the ethers are compounds in which two alkyl, aryl or alkaryl groups are joined to one oxygen atom. The ethers are colorless neutral substances. In the case of the lower members they boil at temperatures lower than their parent alcohols, but in the higher members the reverse is the case. The explanation of this apparently anomalous behaviour lies in the association of molecules to which the lower alcohols are subject. As the ethers contain no hydroxyl group they are not liable to such association, so that the lower members boil at temperatures considerably lower than those of the corresponding alcohols.

Chemically the ethers are inert, which is one reason why they are so widely used as solvents. Ordinarily, drastic conditions are required to make them react, but there is one reaction which they will undergo readily, which may have serious consequences. This is the addition of oxygen to form peroxides. Because these peroxides are very explosive, ethers which contain peroxides



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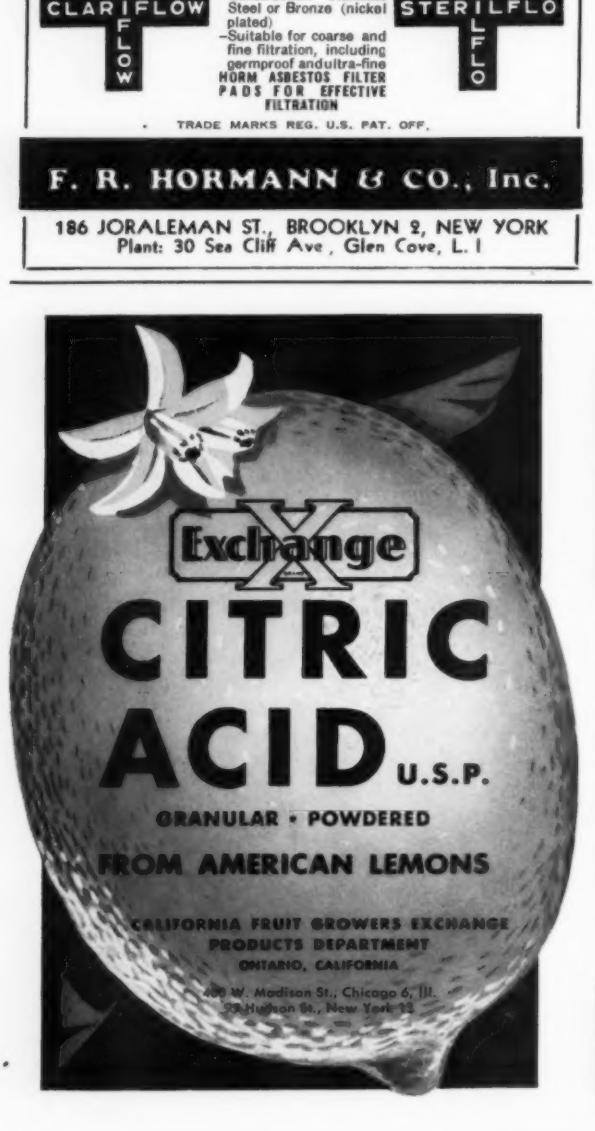

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are very dangerous to distil. It may be noted that isopropyl ether is particularly prone to the formation of peroxides.

The ether group is only a weak osmophore and is easily overpowered by other features of the molecular architecture, such as a benzene ring, a tertiary carbon atom or an ester group. It has been pointed out that aliphatic ethers usually have less powerful odors than the corresponding aliphatic alcohols, but that phenolic and naphtholic ethers have more powerful and more pleasant odors than their parent phenols and naphthols. Not many simple ethers are extensively employed in perfumery, although there are some important individual members. But among those compounds which are strongly and delightfully odoriferous it will very often be found that an ether group is present. Many valuable perfumery compounds which contain powerful osmophoric groups such as an aldehyde grouping, also contain ether groups, and one is forced to the conclusion that the ether group has a modifying action on powerful osmophores, usually tending to sweeten and refine them. Among such powerful odorants containing an ether group there may be noted such compounds as vanillin, eugenol, piperonal and safrole. Moncrieff remarks that it is interesting to note how the odors of simple aliphatic ethers acquire character and individuality as the series is ascended. This probably reaches a maximum when the component alkyl groups have six or seven carbon atoms. Thereafter, as is always the case, odor falls off as the molecular weight increases, owing to reduced volatility. In his opinion it is unlikely that the very simplest ethers such as diethyl ether or dibutyl ether could find any useful application in perfumery, but the ethers of the ethylene and diethylene glycols are much more promising. With the rise in importance of the manufacture of polymers, it has become possible to purchase polyethylene glycols of known chain length and it seems to the writer that investigation of the ethers of these bodies might well repay investigation. As the polyglycols are themselves of fairly high molecular weight, it is likely that the most interesting compounds from an olfactory standpoint, would be found amongst the methyl and ethyl ethers.

The simplest aromatic ethers are the methyl and ethyl ethers of phenol, known respectively as anisole and phenetole and both have pleasantly aromatic and characteristic, although rather overpowering, odors. The possibilities of substitution in the phenol molecule are almost endless. Consideration is also given by Moncrieff to naphthyl ethers, cyclic ethers and unsaturated ethers.

In discussing the rises of ethers, it is pointed out that anethol is occasionally used to perfume soap. Benzyl ethyl ether, which has a powerful fragrance, is also used in soap. Artificial geranium crystals (diphenyl ether) find use on a considerable scale for this purpose. Carbitol, the monomethyl ether of diethylene glycol, which has a mild and pleasant odor, is used in cleansing and shaving creams, as it retards the drying of the cream and also softens the skin and, since it is nonirritant, it may be used in lipsticks. Other ethers that are used in soaps and cosmetics are:

Phenyl cresyl ether. Powerful odor, reminiscent of narcissus and rose.

Safrol. Used in cheap soaps in considerable quantities.

β-Naphthol methyl ether. Odor of neroli. Used in soaps and in cheap eau-de-colognes.

Essential Oil of Vitex Negundo

In investigations on Indian Medicinal plants, N. K. Basu and G. B. Singh (*Quart. J. Pharm & Pharmacol.* 20:136, 1947) studied the plant *Vitexnegundo*, Linn. This is a shrub or small tree distributed all over India, particularly in the Punjab and Gangetic plains. It is grown also in Ceylon, Burma, China, the Phillipine islands and tropical Africa. It has been used in Indian medicine from antiquity, the leaves and root being employed. Although they were primarily interested in the alkaloids, some of the physical and chemical properties of the plants essential oil have also been determined by these workers. The total yield of the oil obtained by steam distillation from the freshly collected leaves varied from 0.04 to 0.07 per cent, the maximum being in the months of October and November, just before flowering. It is a pale greenish yellow oil, having a characteristic odor. Its index of refraction is 1.475 and the specific gravity at 23°C. is 0.9215. The oil is optically inactive; slightly soluble in water; soluble in about 10 volumes of alcohol and in all proportions in organic solvents such as ether and chloroform; acid value, 2.708; ester value, 24.93; acetyl value, 143.8; aldehydes and ketones, 22.5 per cent; phenolic derivatives, 15 per cent; cineol, 10.0 per cent.

Nirolidol and Farnesol

New sources for the manufacture of two important perfume materials, nerolidol and farnesol, have been developed in the laboratories of L. Givaudan & Cie. of Geneva, and these materials are now being offered in America by Givaudan-Delawanna, Inc. Nerolidol and farnesol, the oils from which they are produced, and the use of these aromatics, are described in detail in the July 1948 issue of *The Givaudanian*.

According to the chemical literature, farnesol is a constituent of many natural flower odors, including that of cylamen, rose, lily-of-the-valley, orange flower, ambrette seed, and balsams, and nerolidol is found in orange flower and balsam Peru, but these materials have nevertheless not been readily available because their synthesis involved costly and delicate production.

The investigations disclosed that a hitherto obscure Brazilian oil, known as cabreuva, is an excellent source of these two materials. The Givaudan company has obtained legal protection of its interests in the exploitation of its new method for the production of nerolidol and farnesol.

Nerolidol is described as having an unusually fresh, sweet, tenacious fragrance, reminiscent of the rose. Used to round out a composition, it is claimed that it will impart an interesting flowery character, and will aid in the fixation of a perfume. Farnesol, on the other hand, is said to have an extraordinary ability to fuse a composition into an harmonious unity. Its fine, delicate flowery note, evoking the suggestion of linden in full bloom, is transmitted to various compositions when used in traces or in larger proportions.

Khas Khas (Vetiver) Oil

In a report in the *Indian Soap Journal* (13:138, 1948) J. N. Rakshit and K. B. Dutt discuss the habitat, cultivation and propagation of the plant, *Vetivaria zizanioides*. Also reviewed are the distillation, composition and economic status of the essential oil obtained from this plant. The sample of khas khas (vetiver) oil examined by these workers had the following range of properties:

Specific gravity	**0.9964–0.9780**
Acid value	**9–21**
Ester value	**10–22**
Solubility in 80 per cent alcohol	**1.25–2 vols.**

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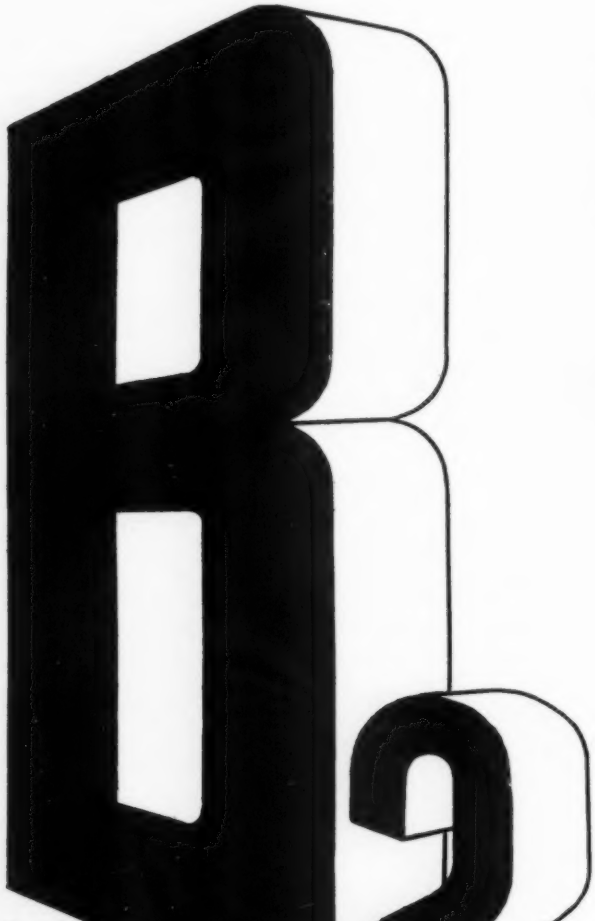

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Abreast of the Markets

Lack of Demand Drops Spot Menthol Prices. Brazilian Producers Seek New Markets. Stearates Lowered.

While the domestic consuming demand for menthol remained at a relatively low level, prices over recent weeks have been held firm because of high offerings from the main controlled prime markets. This situation has prevailed in recent weeks, with buying limited to a minimum. The result has been some slight softening in the spot price position with quotations now at a range of from $9.10 to $9.25 as compared to our previous reported range of from $9.50 to $9.75.

The menthol industry in Brazil is in a state of uncertainty as a result of the great decline in purchases of menthol by the United States, which had been the main wartime buyer after hostilities cut off Japan as the principal source, it was reported.

Solution to the problem is being sought through new markets, many of which have already been found. Principal new buyers include Great Britain, Sweden, Australia and India.

Brazil has fifty menthol-processing plants, most of them in the southern state of Sao Paulo, and all of them established since the outbreak of the last war. Production of menthol for export alone amounted to 750 tons in 1947, in addition to a considerable production of dementholated and redistilled oil obtained from the uncrystallized residue.

Production, which in 1944 hit an all-time high for Brazil of 1,200 tons of menthol and usable residue, had declined by 1946 to 450 tons. Last year's increase reflected the discovery of new markets.

Candelilla Wax Up

The higher cost of carnauba wax stiffened the spot market for candelilla to the extent that quotations were raised about 2c. Trading was reported as spotty. Crude was quoted at 64c to 65c per pound, and refined, 67c to 68c according to quantity.

The Banco Nacional de Commercio Exterior, Mexico, a semi-governmental institution which has been the sole exporter of candelilla wax for the past several years, has established a monthly export quota of 200 metric tons for the balance of this year. The organization has stocks of approximately 250 tons of the material in Mexico, and 550 tons in this country. Of the supplies in this country, 500 tons are stored on the east coast and fifty tons are held in San Francisco for shipment to the Far East.

Agar Firm

The market for agar was in a position of gradual tightening of supply. There was a tremendously wide range of quotations running from $3.25 per pound on quantities of several bales up to quotations of $4.10 per pound for smaller lots in some quarters, for the whole material. In Japan there has been a steadily increasing price movement, with the result that agar could be bought from stocks in certain quarters in New York at a lower figure than from prime markets. There was accordingly a movement of material not going into consuming outlets, but moving in trade from weaker to stronger hands. Shipments of new crop material are nearly four months off, and will be offered at appreciably higher levels.

Japanese exports of agar during 1947 totaled 407,500 pounds, of which 167,500 pounds went to the United States, 200,000 pounds to the United Kingdom, and 40,000 pounds to Hongkong.

Glycerin Production Drops

July production of crude glycerin declined 7,896,000 pounds to 9,590,000 pounds, absolute basis, according to official figures released here. Consumers can obtain some comfort over the fact that while production dropped 7,396,000 pounds stocks only declined 4,755,000 pounds in July to 47,130,000 pounds.

The drop in July production is not regarded as unusual since many plants shut down for the vacation period. Although it is believed that some shipments of synthetic glycerin will be made in the latter part of next month, it is understood that some buyers who have contracts for synthetic material are coming into the market for the soap kettle product for September delivery indicating that they do not expect to receive very large quantities of synthetic during September.

• Prices quoted in this section were current on the first of this month,

Stearates Reduced

The following quotations on stearates prevailed after a 3c a pound reduction:

Aluminum stearate techincal D
50 lb. corrugated boxes, lb. 42c

Aluminum Stearate technical M
50 lb. corrugated boxes, lb. 42c

Zinc stearate USP XIII
50 lb. corrugated boxes lb. 46c

Calcium stearate technical bulky grade A
50 lb. corrugated boxes, lb. 44c

Calcium stearate impalpably powdered grade A
50 lb. corrugated boxes, lb. 46c

Magnesium stearate purified impalpably powder
50 lb. corrugated boxes, lb. 47c

Niacin-Niacinamide Advanced

After a price advance of $1 per kilo the following prices became official for Niacin (Acid Nictonic) USP XIII: 50 kilo drum $8 per kilo; 10 kilo drum, $8.10 per kilo; 1 kilo drum, $8.30 per kilo.

Niacinamide USP XIII was advanced $1.50 per kilo and is now offered in 50 kilo drums at $11 per kilo, and 1 kilo bottle at $11.30.

That the market for essential oils still has its soft spots was shown during the current trading period by further price declines in such items as spearmint, wormwood, Canadian fir, California lemon, expressed lime, Bourbon vetiver, hemlock, lavander, lavandin, and spruce oils.

Demand in the spot essential oil and aromatic chemicals market continued moderate in volume. For the most part, transactions involved only immediate requirements. However, prices have worked so low as almost automatically to limit competition between dealers.

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Drop in California Lemon Prices Puts Market at Lowest Level in Many Years. Spearmint Oil Down.

Large California lemon oil production was offered at a much lower price on August 2 when the quotation was reduced to $2.75 per pound for oil packed in either 25 pound cans or 385 pound drums. The quotations yet were named on the basis of f.o.b. New York or branch stocks held in Chicago, St. Louis and Los Angeles. The new quotation became immediately effective on existing contracts. New contracts were being written for six months, as usual. It was pointed out that this price was the lowest to prevail in many years. It is significant that the new quotation became competitive with Italian oil which recently was reduced to $2.75 under plentiful offers.

Spearmint Oil Drops

The spearmint oil crop outlook was said to be very good and an excellent production in Michigan was expected by dealers here. Local quotations reflected the confidence that existed in a good production at favorable prices; they were reduced to $6.75 per pound. The range, however, continued to $9 as to supplier although this was considered wide in view of what was paid for the 1947 crop and its general availability in fair quantities at this time.

Peppermint Oil Research

Grants totaling about $20,000 for studies to improve the yield and quality of peppermint oil by Washington Agricultural Experimental Stations have been announced at Washington State College, Pullman, for a period of three years; and are donated by the Beechnut Packing Co. and Washington Mint Growers' Association. The Pacific Northwest is rapidly becoming one of the principal peppermint oil producing areas of the United States, the output, it is said, improving both in quantity and quality. The new research will, of course, cover the effect of cultural methods and factors, e.g., moisture, nature of soil, fertilizers, as well as distillation and general production operations.

More Vanilla Expected From New Experiments

Vanilla will presently become more abundant and possibly more fragrantly flavored, as a result of experiments conducted at Cornell University by Prof. Lewis Knudson. He was succeeded through the use of a special nutrient medium, in germinating the seeds of the vanilla vine, once considered an impossible botanical feat.

Two hundred hybrid vanilla seedlings have now been shipped to the U. S. Agricultural Experiment Station in Puerto Rico, where they will be tested for resistance to root disease and for quality and quantity of yield.

The best vines will be propagated by cuttings. If vanilla grows well in Puerto Rico, the island's contribution to this country's $10,000,000 annual demand for the flavoring beans will do something towards relieving its chronic rural unemployment.

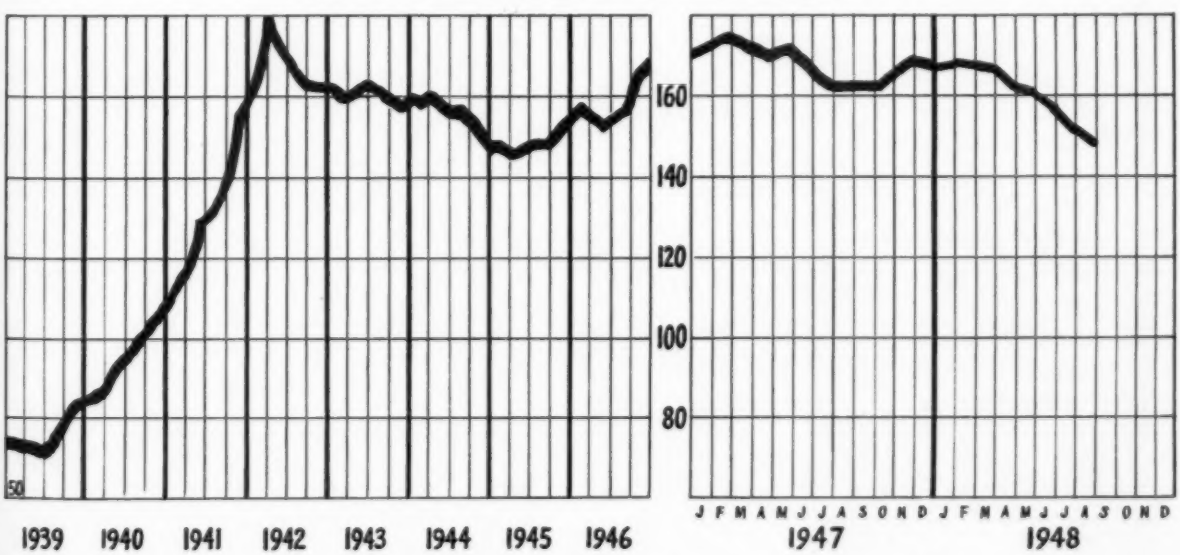
Synthetic Alcohol Plant Opened

The Shell Chemical Corporation, New York, announced that a new plant has been erected at Houston, Texas, for the production of ethyl chloride, and that its plant at Houston for the manufacture of synthetic alcohol and other products has been completed with full scale production due in the near future.

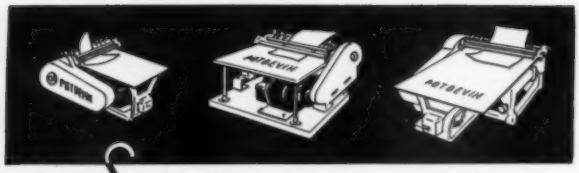
Research and development work for the production of ethyl chloride at Houston was carried out by the Shell Development Company at its laboratories in Emeryville, Calif. The process utilizes ethylene as its raw material. The product, large-scale delivery of which is expected in about four weeks, is presently employed as a chemical intermediate in the manufacture of plastics and in other fields. Shell expects wide industrial application with increased availability.

The company's synthetic alcohol will be offered as a proprietary solvent under the trade name "Neosol" and in standard specially denatured grades approved by the government.

50 Raw Materials—Weighted Price Index. 1926 = 100.



The price index of fifty commodities for August declined from 154.2 to 152.8.



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Alcohol Den. No. 1 5c
Candelilla wax 1c
Casein 2c
Citronellol 35c
Cocoa butter 1½c
Eucalyptol 5c
Geraniol 25c
Geranium oil Bourbon 25c
Golden seal root 25c
Hemlock oil 5c
Ionone alpha 60c
Beta 30c
Karaya gum 7c
Lemon oil Calif. 35c
Mace oil dist. 5c
Magnesium stearate 2c
Menthol Nat. 40c
Nutmeg oil 5c
Orange oil cold pres. 15c
Silver nitrate ½c
Sodium bromide 11½c
Spearmint oil $1.15
Spruce oil 5c
Stearic Acid TP 4c
Tartaric acid 3c
Vetivert oil Java $1.75
Wormwood oil 75c
Zinc stearate 2c

Casein Drops

Despite further price declines in casein during August, with current quotations for Argentine material from 26c to 27c per pound, f.o.b. all charges paid at the American port of entry, there is practically no demand for this material in the domestic market.

Formerly, heavy demand came from manufacturers of synthetic resins, plastics, pigments, albumin, rubber, gelatin for film and leather processors. However, volume is currently limited to hand-to-mouth purchasing and buyers are demanding prompt shipments on all orders regardless of size, it was learned.

Demand for the large consuming mills is at a new low level and their interest is centered on maintaining only minimum inventories. Other consumers are finding it to their advantage financially to operate their facilities with synthetic substitutes, which are consistently priced under casein.

Forecast of the current decline in casein demand prevailed several weeks ago and the outlook, according to observers, is that further declines in consumer requirements will be forthcoming, if producers do not lower their asking price.

Casein production is normally in a position to look for higher rather than lower prices at present, but unusual circumstances direct a move in the opposite direction.

Major factor influencing this move is the fact that United States production of casein during the first six months of the current year amounted to about 8,000,000 pounds. In the first six months of last year production totaled 18,000,000 pounds, with the 1947 annual total at 33,000,000 pounds. In addition, last year's output was considered extremely low.

This decline of 10,000,000 pounds in the first six months of the year, compared to the first half of the previous year, is not the result of any scarcity of production facilities or raw material shortage.

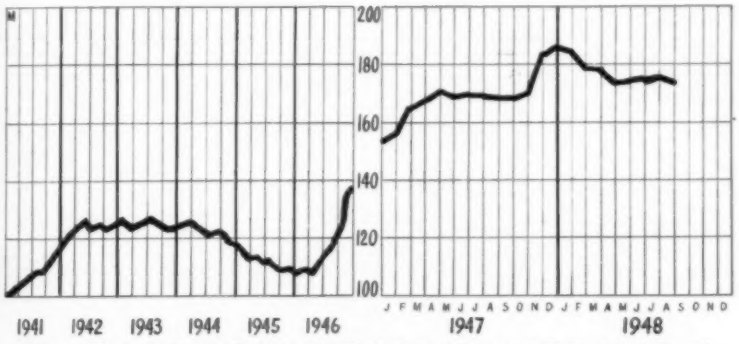
The explanation lies in the fact that the farmer will sell his milk production to the highest bidder, and casein producers are reluctant to pay a figure in competition with the price that the Government pays for powdered milk.

Therefore, production is being directed into powder and as long as the Government continues to buy the tremendous quantities that characterized its purchases during the postwar years this situation will remain unchanged.

It is, therefore, the Government's demand for powder, accompanied by bids yielding a higher return to producers, that has created a scarcity in the supply of casein. Resulting price increases then created the scarcity of buyers.

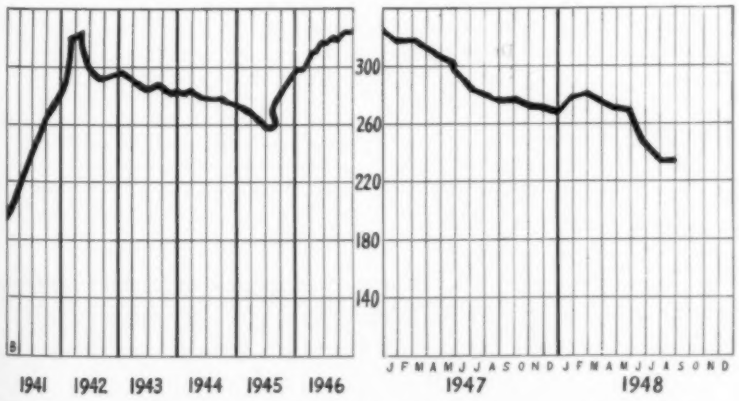
There are a few traders who have left the casein market completely

15 Medicinal Chemicals—Weighted Price Index. 1926 = 100.



The medicinal chemicals index declined from 175.8 to 173.6. Alcohol and Menthol were lower. Citric Acid advanced.

15 Botanicals—Weighted Price Index. 1926 = 100.



The botanicals index remained without change at 235.5. There were no price changes in the index group of crude drugs.

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because of its very speculative nature. One of these said recently that until the price structure of casein develops a persistently steady level, which will have to endure for a long period of time to convince consumers that they may expect the same quotations two weeks in a row, the prospects for higher demand will continue very poor.

The casein market in the Argentine parallels the weaker domestic market and demand both from the United States and Europe is at a low point. Since 1946, European buyers were affording an outlet for a major portion of the Argentine production, while United States purchases were below usual levels most of this time, dealers said.

Now that European outlets have been reduced, producers there are moving very little casein. They expect, however, that the lack of United States production will soon bring very heavy buying from mills in the States. That this is not the case is indicated by the fact that what little is being produced here is not in demand and normal casein consumers are using soybean derivatives.

Also the Argentine is approaching the October-November flush and their stocks will be considerably increased. If European buying interest does not develop, there is little reason to suspect that their ideas on heavy United States purchasing will increase or even hold the higher price range that South American producers are expecting.

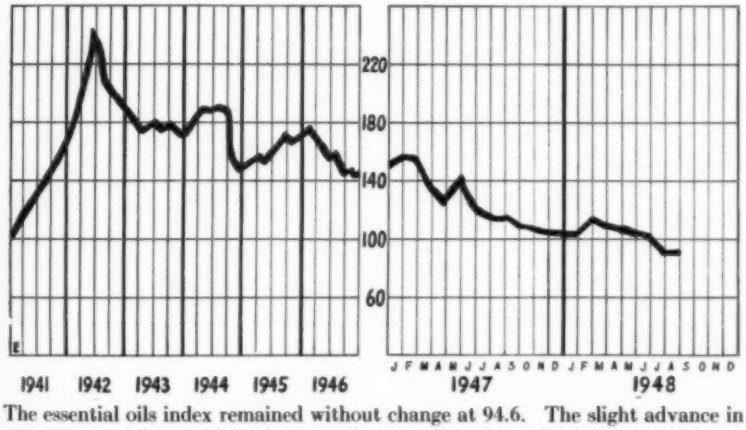
Another factor that leads local observers to believe only lower prices will develop United States interest in casein, domestic or imported, is the fact that there is an excellent soya crop this year.

The soybean derived vegetable proteins have been found capable of doing a satisfactory job in operations formerly using casein and they are priced lower than casein.

Casein will give the same adhesive characteristics as substitute material, but can be further extended.

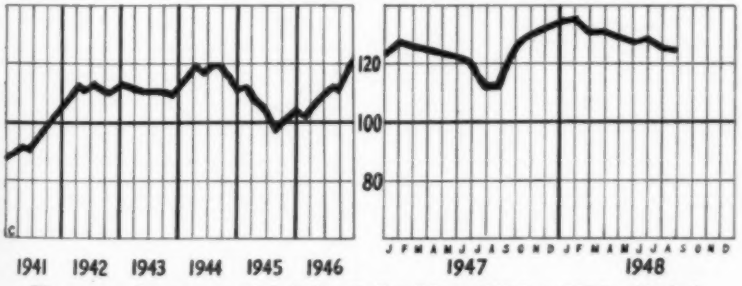
Consumers, observers believe, would prefer to use casein rather than substitutes, but before any widespread return to casein is undertaken producers must assure lower prices than those prevailing and that the lower prices will be effective for a long time.

15 Essential Oils—Weighted Price Index. 1926 = 100.



The essential oils index remained without change at 94.6. The slight advance in the price of anise and bois de rose was not sufficient to affect the index figure.

25 Cosmetic Raw Materials—Unweighted Price Index. 1926 = 100.



The cosmetic raw materials index declined from 129.7 to 127.5. Alcohol, candelilla wax, menthol, and stearic acid were lower.

Carnauba Wax Crop Financed in Brazil

The Bank of Brazil has been authorized to finance the carnauba wax crop of 1946-47 and 1947-48 on the basis of 80 per cent of the prices announced, according to information received from the United States Embassy in Rio de Janiero.

The financing of the crops is to be implemented by the agricultural and industrial credit division of the bank on the basis of 80 per cent of the following prices:

Type one, 580 cruzeiros; type two, 560 cruzeiros; type three, 420 cruzeiros; type four, 400 cruzeiros. The prices mentioned cover an arroba (15 kilograms) of wax duly classified, in bags, shipped and placed at any of the shipping ports of Sao Luiz do Maranhao, and at Parnaiba in the State of Piaui and Fortaleza in the State of Ceara.

Emetine Situation in Brazil

Exports of emetine from Brazil during 1947 totaled 206 kilograms, a marked decline from 1,175 kilograms in 1946. Producers were unable to move the realtively large stocks still remaining on hand, according to recent reports. Various firms which had started production of emetine as a result of the high wartime demand were forced to stop operations because of the abrupt drop in consumption after the end of the war.

Government measures taken during the war to control exports of ipecac root and thereby assure an adequate supply for domestic processors of emetine are about to be rescinded, according to the latest reports.

Rebuilding Japan's Camphor Industry

The Japanese camphor industry was seriously affected by bombing and the return of Formosa (Taiwan) to China. Approximately 60 per cent of prewar production was in Formosa and 40 per cent in Japan proper. In 1935, output reached a peak of 4,329 metric tons of crude camphor and camphor oil.

Progress has been made in the past 2 years toward rehabilitation of the industry. Output in 1946 amounted to 1,388 tons and estimates for the fiscal years 1947 and 1948 are 2,500 and 3,000 tons, respectively. Extensive reforestation has been undertaken; however, it is expected to be many years before production will equal the prewar combined Japanese and Formosan output.

Your Trade-Mark Record

(*Continued from page 375*)

4 CCCC—VI—H—422,547
Reg. July 30, 1946 to 4CCCC, Inc., N. Y., N. Y.
Republished by registrant

Abra Ca Dabra—VI—B—407,478
Reg. June 6, 1944 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Adaptol—VI—C—384,534
Reg. Jan. 21, 1941 to Bonne Bell, Inc., Lakewood, Ohio
Republished by registrant

Annays—VI—MST—396,650
Reg. July 28, 1942 to S. Pfeiffer Mfg. Co., St. Louis, Mo.
Republished by registrant

Arline—IV—A—410,040
Reg. Nov. 7, 1944 to Stix, Baer & Fuller Co., St. Louis, Mo.
Republished by registrant

Arline—VI—ABCDFH—409,292
Reg. Oct. 3, 1944 to Stix, Baer & Fuller Co., St. Louis, Mo.
Republished by registrant

Auto-San—IV—Z—200,667
Reg. July 7, 1925 to Huntington Labs., Inc., Hunt., Ind.
Republished by registrant

Baby-San—IV—A—216,427
Reg. Aug. 10, 1926 to Huntington Labs., Inc., Hunt., Ind.
Republished by registrant

Balalaika—IV—A—414,164
Reg. May 29, 1945 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Balalaika—VI—B—376,100
Reg Mar. 12, 1940 to Lucien Lelong Chicago, Ill.
Republished by registrant

Bewilderment—VI—BC—414,145
Reg. Mar. 29, 1945 to S. S. Pierce Co., Boston, Mass.
Republished by registrant

Big Shot—VI—C—379,397
Reg. July 9, 1940 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Bodyguard—VI—D—338,321
Reg. Sept. 1, 1936 to Bonne Bell, Inc., Lakewood, Ohio
Republished by registrant

Bonne Bell—VI—CDH—391,176
Reg. Oct. 28, 1941 to Bonne Bell, Inc., Lakewood, Ohio
Republished by registrant

Bonne Bell Nite and Day Foundation—VI—C—393,081
Reg. Jan. 27, 1942 to Bonne Bell, Inc., Lakewood, Ohio
Republished by registrant

Bowlitizer—VI—D—300,458
Reg. Jan. 24, 1933 to Puro Co., Inc., St. Louis, Mo.
Republished by registrant

Cabochon—VI—B—400,887
Reg. April 6, 1943 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Carefree—VI—B—381,063
Reg. Sept. 10, 1940 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Carlona—VI—M—23,883
Reg. Nov. 28, 1893 to Geo. Leuders, New York, N. Y.
Republished by Geo. Leuders & Co., New York, N. Y.

Castel—VI—B—383,985
Reg. Dec. 31, 1940 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Coolmist—VI—B—393,246
Reg. Jan. 27, 1942 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Egret (and des.)—VI—D—338,992
Reg. Sept. 22, 1936 to Egret Prods. Co. Cleveland, Ohio
Republished by Egret Prods. Co., Inc.

Esquire—VI—BCDEFHK—325,304
Reg. June 18, 1935 to Waldo E. Bugbee, St. Louis, Mo.
Republished by Puritan Drug Co.

Fels-Naptha—IV—A—55,478
Reg. Aug. 14, 1906 to Fels & Co., Phila., Pa.
Republished by Fels & Co.

Flacon de Sac—VI—B—347,534
Reg. June 29, 1937 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Foot-Geen—VI—F—308,927
Reg. Dec. 26, 1933 to S. Pfeiffer Mfg. Co., St. Louis, Mo.
Republished by registrant

Fun—VI—A—420,290
Reg. April 2, 1946 to Essential Chems. Co., Milwaukee, Wis.
Republished by registrant

Gregone—VI—H—361,336
Reg. Oct. 11, 1938 to S. Pfeiffer Mfg. Co., St. Louis, Mo.
Republished by registrant

Impromptu—VI—B—351,172
Reg. Oct. 19, 1937 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Impromptu—IV—A—414,165
Reg. May 29, 1945 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Indiscreet—VI—BC—393,897
Reg. March 10, 1942 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Indiscreet—VI—BC—389,016
Reg. July 22, 1941 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Indiscrete—VI—BC—393,898
Reg. March 10, 1942 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Indiscrete—IV—A—414,166
Reg. May 29, 1945 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Inectint—VI—H—328,018
Reg. Sept. 10, 1935 to Inecto
Republished by Sales Affiliates, N. Y.,

Infantol—IV—A—234,693
Reg. Nov. 1, 1927 to Vestal Chem. Co., St. Louis, Mo.
Republished by Vestal Labs., Inc.

Jabot—VI—B—372,410
Reg. Oct. 31, 1939 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Jabot—IV—A—414,167
Reg. May 29, 1945 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Jamalotion—VI—B—386,142
Reg. March 25, 1941 to Sales Affiliates, N. Y., N. Y.
Republished by registrant

John D. Jr.—IV—A—419,130
Reg. Feb. 5, 1946 to Great Stuff Prods. Corp., Chicago, Ill.
Republished by registrant

Liquasan—IV—A—178,155
Reg. Jan. 8, 1924 to Huntington Labs., Inc., Hunt., Ind.
Republished by registrant

Liquo-Lene—VI—H—326,461
Reg. July 23, 1935 to S. Pfeiffer Mfg. Co., St. Louis, Mo.
Republished by registrant

Loxol—VI—G—390,356
Reg. Sept. 23, 1941 to Inecto, Inc.
Republished by Sales Affiliates, N. Y., N. Y.

Marinello—VI—CH—94,790
Reg. Dec. 30, 1913 to Marinello Co.
Republished by Sales Affiliates, N. Y., N. Y.

Mon Image—IV—A—414,168
Reg. May 29, 1945 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Mon Image—VI—B—311,011
Reg. Mar. 13, 1934 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Medlex—VI—H—367,567
Reg. May 23, 1939 to Industrial Soap Co., St. Louis, Mo.
Republished by registrant

Metone—IV—A—364,616
Reg. Feb. 7, 1939 to Industrial Soap Co., St. Louis, Mo.
Republished by registrant

Nale Kare—VI—E—358,495
Reg. July 19, 1938 to Rismonti, Inc.
Republished by Nat. Package Drugs, Inc., St. Louis, Mo.

Nasan—IV—A—415,966
Reg. Aug. 21, 1945 to Internat. Chem. Co., Chicago, Ill.
Republished by registrant

Nylex—IV—A—383,364
Reg. Dec. 3, 1940 to Fred Robin
Republished by Johnson Consumer Ind., Maspeth, L. I., N. Y.

Opening Night—VI—B—323,521
Reg. Apr. 16, 1935 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Opening Night—VI—A—414,169
Reg. May 29, 1945 to Lucien Lelong, Chicago, Ill.
Republished by registrant.

Papotage—VI—B—418,959
Reg. Jan. 15, 1946 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Passionnement—VI—B—384,266
Reg. Jan. 7, 1941 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Peer (and des.)—VI—G—387,412
Reg. May 13, 1941 to Sales Affiliates, Inc., N. Y., N. Y.
Republished by registrant

Penthouse—VI—B—321,638
Reg. Feb. 5, 1935 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Pois de Senteur de Chez Moi—VI—B—240,071
Reg. Mar. 20, 1928 to Parfumerie Caron
Republished by Caron Corp., N. Y., N.Y.

Poker Chip—VI—C—379,298
Reg. July 9, 1940 to Lucien Lelong, Chicago, Ill.
Republished by registrant

Red Leather (and des.)—VI—HI—421,477
Reg. June 4, 1946 to Philip Moss & Co., St. Louis, Mo.
Republished by registrant

S. S. P. Lavender Bath—VI—C—417,922
Reg. Nov. 20, 1945 to S. S. Pierce Co., Boston, Mass.
Republished by registrant

Silk Floss—VI—H—289,726
Reg. Dec. 1, 1931 to Huntington Labs., Inc., Hunt., Ind.
Republished by registrant

Sirocco—IV—A—414,170
Reg. May 29, 1945 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

Soiloff—IV—A—228,064
Reg. May 24, 1927 to R. M. Hollingshead Co.

Republished by Soiloff Mfg. Co., Glendale, Calif.

Svelt—VI—C—389,059
Reg. July 22, 1941 to Sales Affiliates, Inc., N. Y., N. Y.
Republished by registrant

Taglior—VI—B—416,346
Reg. Sept. 4, 1945 to Lucien Lelong, Inc. Chicago, Ill.
Republished by registrant

Tailspin—IV—A—414,171
Reg. May 29, 1945 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

Tailspin—VI—B—380,440
Reg. Aug. 20, 1940 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

Tailspin Passionnement (and des.)—VI—B—381,104
Reg. Sept. 10, 1940 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

Ten-O-Six—VI—C—382,124
Reg. Oct. 15, 1940 to Bonne Bell, Inc., Lakewood, Ohio
Republished by registrant

Tic Tac Toe—VI—C—375,537
Reg. Feb. 20, 1940 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

Toze—VI—T—363,727
Reg. Jan. 3, 1939 to Allied Drug Prods. Co., Chattanooga, Tenn.
Republished by registrant

Turbulent—B—VI—415,022
Reg. July 10, 1945 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

Whisper—VI—BC—422,536
Reg. July 30, 1946 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

Whisper—IV—A—408,022
Reg. July 11, 1944 to Lucien Lelong, Inc., Chicago, Ill.
Republished by registrant

S. S. White—VI—K—123,678
Reg. Nov. 19, 1918 to S. S. White Dental Mfg. Co., Phila., Pa.
Republished by registrant

X—VI—G—351,440
Reg. Nov. 2, 1937 to Zotos Corp.
Republished by Sales Affiliates, N. Y., N. Y.

Zotos—VI—G—314,590
Reg. July 3, 1934 to Zotos Corp.
Repub. by Sales Affiliates, N. Y., N. Y.

The following Trade-Marks were published in the Official Gazette of the United States Patent Office in Volume 611 (number 3-4) dated June 22 to June 29, 1948 and Volume 612 (numbers 1-2) dated July 6 to July 13, 1948, inclusive.

A-NU by John Garton—VI—DH—497,088
John Garton, Ltd., Chi., Ill.
Ser. Feb. 23, 1946 D. U. Feb. 18, 1946

Apollo—IV—M—545,037
Procter & Gamble, Cin., Ohio
Ser. Dec. 20, 1947 D. U. Nov. 26, 1947

Bandit—VI—BCDFH—533,803
Jas. L. Younghusband, Chi., Ill.
Ser. Sept. 8, 1947 D. U. Apr. 20, 1937

Beauty Cake—VI—C—543,205
J. E. McBrady & Co., Chi., Ill.
Ser. May 5, 1948 D. U. 1907
Reg. 500,792 June 29, 1948

Calendal—VI—BC—548,314
Benard & Honnorat (Molinard), France
Ser. Jan. 30, 1948

Care—VI—HM—533,952
Wm. G. Terwilliger (Care Chem. Co.), New York, N. Y.
Ser. Sept. 9, 1947 D. U. Aug. 20, 1947

Cascabel—VI—BC—547,941
Rejane, Inc., New York, N. Y.
Ser. Jan. 24, 1948 D. U. Jan. 1947

Chantilly (and des.)—VI—ABCH—538,931
Houbigant, Inc., New York, N. Y.
Ser. Oct. 24, 1947 D. U. June 1940

Cher Secret—VI—BC—528,496
Parfums Norante, SARL Melun Fr.
Ser. July 12, 1947

Cool Ocean—VI—CI—492,794
Felix Russel (Cool Ocean Co.), N.O., La.
Ser. Dec. 6, 1945 D. U. March 4, 1935

Deroloc's—VI—A—545,145
Rose McMoore, Phila., Pa.
Ser. Dec. 22, 1947 D. U. Sept. 1, 1947

Desert Wonder—VI—HM—534,532
E. D. Higgenbotham (Desert Wonder Prods. Co.), Mentone, Calif.
Ser. Sept. 15 1947 D. U. April 7, 1936

Fleurettes—VI—BC—548,315
Benard & Honnorat (Molinard), France
Ser. Jan. 30, 1948

Garden Party—VI—B—540,456
Helena Rubenstein, Inc., New York, N. Y.
Ser. Nov. 7, 1947 D. U. Aug. 5, 1947

Garden Party—VI—CE—549,261
Lehn & Fink Prods. Corp., Bloomfield, N. J.
Ser. Feb. 10, 1948 D. U. Oct. 10, 1947

Glyco-Palm—IV—A—546,399
Lightfoot Schultz Co., New York, N. Y.
Ser. Jan. 7, 1948 D. U. Aug. 6 1921
Reg. 500,945 July 6, 1948

Golden—VI—T—531,531
Stauffer Chem. Co., San Fran. Calif.
Ser. Aug. 15, 1947 D. U. Aug. 17, 1937

Iles D'or—VI—BC—548,317
Benard & Honnorat, (Molinard), France
Ser. Jan. 30, 1948

Irish Rose—VI—H—502,133
E. J. Goodier (Goodier Co.), Dallas, Tex.
Ser. Oct. 22, 1947 D. U. June 1, 1925

Kleen-Shave—IV—I—546,400
Lightfoot Schultz Co., New York, N. Y.
Ser. Jan. 7, 1948 D. U. Jan. 26, 1925
Reg. 500,946 July 6, 1948

Kolone Kanes—VI—AB—503,390
Mayo Reese, Inc., Chi., Ill.
Ser. June 6, 1946 D. U. April 23, 1946

Krinoline—505,790
Akts. M. Aarsleff & Co., Copenhagen, Denmark
Ser. July 18, 1946 D. U. 1935

La Rose France—VI—BC—535,845
Houbigant, Inc., New York, N. Y.
Ser. Sept. 26, 1947 D. U. April 1921

Lorraine—IV—A—536,090
Indust. Soap Co., St. Louis, Mo.
Ser. Sept. 29, 1947 D. U. May 31, 1939

Madeleine Vramant—VI—B—519,403
M. Vramant nee Madeleine Giraud, Paris, France
Ser. March 21, 1947 D. U. Jan. 1, 1946

Peau Seche—VI—CD—536,329
Wright & Lawrence Labs., Inc., Chi., Illinois
Ser. Sept. 30, 1947 D. U. May 28, 1935

Perfide—BI—BC—539,965
Les Parfums de Dana, Inc., N. Y., N. Y.
Ser. Nov. 3, 1947 D. U. Oct. 24, 1947

Perfide—IV—A—539,963
Les Parfums de Dana, Inc., N. Y., N. Y.
Ser. Nov. 3, 1947 D. U. Oct. 24, 1947

Photo Finish—VI—CD—541,271
Elmo Sales Corp., Phila., Pa.
Ser. Nov. 15, 1947 D. U. Sept. 15, 1941

Pip—IV—M—548,230.
B & G Chem. Corp., Baltimore, Md.
Ser. Jan. 29, 1948 D. U. Nov. 28, 1947

Pirouette—VI—B—507,521
D'Orsay Sales Co., New York, N. Y.
Ser. Aug. 16, 1946 D. U. Aug. 6, 1946

Poro—VI—CDH—507,538
Poro College Prods. Co., Inc., Chi., Ill.
Ser. July 5, 1947 D. U. Sept. 21, 1906

Red Triumph—VI—BC—538,135
Richard Hudnut, New York, N. Y.
Ser. Oct. 17, 1947 D. U. Oct. 6, 1947

Rigaud—VI—ABCH—537,167
Etablissements Rigaud, Inc., N. Y., N. Y.
Ser. Oct. 8. 1947 D. U. 1916

Robanel—VI—C—520,569
Robanel, Manhattan Beach, Calif.
Ser. Oct. 10, 1947 D. U. March 31, 1947

Sahara—VI—B—539,064
Lucien Lelong, Inc. Chicago Illinois
Ser. Oct. 25 1947 D. U. Oct. 7, 1947

Sett—VI—K—537,731
S. Pfeiffer Mfg. Co., St. Louis, Mo.
Ser. Oct. 13, 1947 D. U. Aug. 15, 1940

Silver Key—VI—D—545,845
The Great Amer. Tea Co., N. Y., N. Y.
Ser. Dec. 31, 1947 D. U. Dec. 3, 1932

Skinsation—VI—C—545,978
Henry Freeman, New York, N. Y.
Ser. Jan. 2, 1948 D. U. Dec. 24, 1947

Soapthetic—IV—A—536,682
Essential Chems. Co., Milwaukee, Wisc.
Ser. Oct. 3, 1947 D. U. Sept. 12, 1947

Splendor—VI—BC—531,890
Colgate Palmolive Peet Co., Jersey City, New Jersey
Ser. Aug. 20, 1947 D. U. April 17, 1912

Sportswoman—VI—B—518,030
Parfum L'Orle, Inc., New York, N. Y.
Ser. Feb. 24, 1947 D. U. January 1941

Sulfa-Bay—VI—H—532,173
Sulfa Bay Co., Inc., Helena, Ark.
Ser. Aug. 22, 1947 D. U. April 1, 1947

Take-Off—VI—ABCS—537,418
Jacqueline Cochran, Inc., Newark, N. J.
Ser. Oct. 10, 1947 D. U. Oct. 8, 1940

Tanup—VI—S—539,138
Doyle Labs., Inc., Sa. Monica, Calif.
Ser. Oct. 27, 1947 D. U. June 1, 1947

Teladar—VI—G—544,481
Ross Trapp, Salt Lake City, Utah
Ser. Dec. 16, 1947 D. U. Aug. 27, 1947

Texscour—IV—A—548,466
Armour & Co., Chicago, Illinois
Ser. Jan. 31, 1948 D. U. Sept. 19, 1945

Trans (and des.)—IV—M—534,051
Raby Bros., York, Pa.
Ser. Sept. 10, 1947 D. U. July 1, 1947

Uncle Dan's—IV—A—547,142
Daniel Fisher Nealon, Paris, Tenn.
Ser. Jan. 15, 1948 D. U. Dec. 9, 1947

The following trade-marks have now been recently cancelled and are therefore no longer in the P. O. Register:-

Jack of Clubs—VI—CH—420,862
Golden Arrow Toiletries, N. Y., N. Y.
Reg. May 7, 1946 Can June 11, 1948

Ronsard—VI—BC—427, 611
Griet & Cia., Buenos Aires, Argen.
Reg. Feb. 11, 1947 Can. June 4 1948

Act of 1946

The following Trade-Marks have been republished under th terms of the above (Lanham Act) No opposition can be filed against them but they are all subject to cancellation proceedings.

"346"—VI—I—400,157
Reg. Feb. 16, 1943 by Brooks Bros., New York, N. Y.
Republished by registrant

Accent—VI—H—341,994
Reg. Dec. 29 1936 by Huntington Labs. Inc., Hunt., Ind.
Republished by registrant

Alcolo—VI—C—190,300
Reg. Oct. 14, 1924 by John Milliken & Co.
Repub. by Abbott Labs., N. Chi., Ill.

American Beauty—VI—H—187,792
Reg. Aug. 12, 1924 to R. Odell & Sons Co.
Repub. by Odell Co., Newark, N. J.

American Beauty (and des.)—VI—H—187,793
Reg. Aug. 12, 1924 to R. Odell & Sons Co.
Repub. by Odell Co., Newark, N. J.

Antina (and des.)—VI—T—289,040
Reg. Nov. 17, 1931 to Lea Bros., Chemists, N.O., La.
Repub. by Altone Chem. Co., Inc., N.O., La.

Beau Brummell—IV—A—84,064
Reg. Oct. 31, 1911 to West Disinfect. Co.
Repub. by registrant, L. I. City, N. Y.

Bodygard—IV—A—301,966
Reg. Mar. 21, 1933 to Goldblatt Bros., Inc., Chicago, Illinois
Republished by registrant

Ciro—VI—BCD—186 128
Reg. July 1, 1924 to Guy Gibson, Inc.
Repub. by Parfums Ciro, Inc., N. Y., N.Y.

Flufit—VI—H—140,420
Reg. Mar. 15, 1921 to LaValliere Co.
Repub. by the Spec. Prods. Co., N.O., La.

Formola—VI—D—111,148
Reg. June 27, 1916 to West Disinfect. Co.
Repub. by registrant, L. I. City, N. Y.

Goldblatt Bond—IV—I—304,308
Reg. June 27, 1933 to Goldblatt Bros., Chicago, Illinois
Republished by registrant

Gold Bond—VI—C—266,357
Reg. Jan. 14, 1930 by Gold Bond Sterilizing Powder Co., Inc.
Republished by registrant

Gold Bond—VI—C—271,879
Reg. June 17, 1940 by Gold Bond Sterilizing Powder Co., Inc.
Republished by registrant

Halitosine—VI—K—316,593
Reg. Aug. 8, 1934 by Halitosine Co., St. Louis, Mo.
Republished by registrant

Hand Warden (and des.)—VI—C—402,-774
Reg. Aug. 10, 1943 by Windsor-Lloyd Prods., Inc., Phila., Pa.
Republished by registrant

Kintho—VI—M—119,326
Reg. Nov. 13, 1917 by Kintho Mfg. Co., Repub. by Kintho Mfg. Co., Inc., Buffalo, New York

Korona—VI—H—417,840
Reg. Nov. 20, 1945 to John Respondek, Detroit, Mich.
Republished by registrant

Lucky Tiger—(and des.)—VI—H—419,-775
Reg. Mar. 5, 1946 to Lucky Tiger Mfg. Co., Kansas City, Mo.
Republished by registrant

Lucky Tiger—VI—CH—321,154
Reg. Jan. 22, 1935 to Lucky Tiger Mfg. Co., Kansas City, Mo.
Republished by registrant

Lucky Tiger Veg-E-Lay—VI—H—357,-034
Reg. May 24, 1938 to Lucky Tiger Mfg. Co., Kansas City, Mo.
Republished by registrant

Lucky Tiger Medi-Kool—VI—C—356,-346
Reg. Apr. 26, 1938 by Lucky Tiger Mfg. Co., Kansas City, Mo.
Republished by registrant

Menth-O-Snow—VI—C—140,419
Reg. March 15, 1921 to LaValliere Co.
Repub. by The Spec. Prods. Co., N. O., La.

Michelene—IV—M—420,270
Reg. Apr. 2, 1946 to Michel Export Co., Inc.
Repub. by M. Michel & Co., Inc., New York, N. Y.

Odell's (and des)—VI—H—228,112
Reg. May 24, 1927 by the Odell Co., Inc. Newark, N. J.
Republished by registrant

Odell's (and des)—VI—H—229,378
Reg. June 28, 1927 to The Odell Co., Inc., Newark, N. J.
Republished by registrant

Odell's—VI—CH—225,500
Reg. Mar. 22, 1927 to The Odell Co., Inc., Newark, N. J.
Republished by registrant

Ravise—VI—ABCHK—258,635
Reg. July 9, 1929 by LaValliere Co.
Repub. by the Spec. Prods. Co., N. O., La.

Rid-Zit (and des.) VI—H—292,778
Reg. Mar. 29, 1932 by The Odell Co. Inc., Newark, N. J.
Republished by registrant

Rubelle (and des.)—VI—C—121,073
Reg. Apr. 2, 1918 by LaValliere Co.
Repub. by the Spec. Prods. Co., N. O., La.

Sextet—VI—B—400,426
Reg. Mar. 9, 1943 by Lucien Lelong Inc., Chi., Ill.
Republished by registrant

Shasta—VI—H—430,986
Reg. July 1, 1947 to Procter & Gamble, Cin., Ohio
Republished by registrant

Sure Shot (and des.)—VI—H—273,954
Reg. Aug. 19, 1930 to Harry Myers (Sure Shot Labs.), Mobile, Ala.
Republished by registrant

Sweet Heart—IV—A—364,308
Reg. Jan. 24, 1939 by Manhattan Soap Co., Inc., N. Y.. N. Y.
Republished by registrant

Sweet Heart Novia—IV—A—414,033
Reg. May 22, 1945 by Manhattan Soap Co., Inc.. N. Y., N. Y.
Republished by registrant

Sweet Olive—VI—ACD—112,680
Reg. Sept. 19, 1916 by LaValliere Co., Repub. by Spec. Prods. Co., N. O., La.

Tonator—VI—H—409,834
Reg. Oct. 24, 1944 by Odell Co., Inc., Newark, N. J.
Republished by registrant

"Three - On - A - Match" — VI—C — 382,502
Reg. Oct. 29, 1940 by Frances Denney, Phila., Pa.
Republished by registrant

Trel—VI—H—410,677
Reg. Dec. 12, 1944 by Odell Co., Inc., Newark, N. J.
Republished by registrant

V T Soap—IV—A—342,281
Reg. Jan. 12 1937 to Voorhis-Tiebout Co., Inc., Rhinebeck, N. Y.
Republished by registrant

Wondra—VI—CH—430,987
Reg. July 1, 1947 by Procter & Gamble
Republished by registrant, Cin., Ohio.

The following Trade-Marks were published in the official Gazette of the United States Patent Office in Volume 610 (number 4) dated May 25, 1948, and Volume 611 (numbers 1-3) dated June 1 to June 15, 1948, inclusive.

1811—VI—BC—548,313
Benard & Honnorat (Molinard), Grasse, France
Se.. Jan. 30, 1948

Agua de Florida—VI—DCI—539,719
Lanham, Kemp-Barclay & Co., Inc., New York, N. Y.
Ser. Oct. 31, 1947 D. U. 1830

Arden—VI—ABCDEFHKS—532,989
Elizabeth Arden Sales Co., N. Y., N. Y.
Ser. Sept. 2, 1947 D. U. Jan. 2, 1910

Bathasweet—VI—ABC—549,046
Bathasweet Corp., New York, N. Y.
Ser. Feb. 7, 1948 D. U. Oct. 1, 1947

Bathsheba—VI—ABCDHK—550,191
Wolff Freres, Inc., New York, N. Y.
Ser. Feb. 19, 1948 D. U. Feb. 18, 1948

Baudelaire—VI—B—547,112
Dorothy Gibson Perfumes Corp., New York, N. Y.
Ser. Jan. 15, 1948 D. U. Jan. 3, 1948

Besar—VI—BCDHI—542,074
Daniel Brown (Besar Prods. Co.), La., Cal.
Ser. Nov. 24, 1947 D. U. Aug. 9, 1947

Best & Co.—VI—ABCDEFHKS—515,998
Best & Co., Inc., New York, N. Y.
Ser. Jan. 20, 1947 D. U. 1882

Bis—IV—A—542,602
Les Parfums de Dana Inc., New York, N. Y.
Ser. Nov. 28, 1947 D. U. Nov. 21, 1947

Bounty—IV—M—544,106
Procter & Gamble, Cincinnati, Ohio
Ser. Dec. 11, 1947 D. U. Oct. 2, 1947

Cap A La Vie—VI—BC—507,413
Soc. Mury-Exportation, Paris, France
Ser. Aug. 14, 1946 D. U. Oct. 8, 1940

Chebra—VI—B—522,421
Chebra, Inc., New York, N. Y.
Ser. July 5, 1947 D. U. July 25, 1946

Chesebrough (and des.)—VI—CHM
Chesebrough Mfg. Co., New York, N. Y.
Ser. March 27, 1947 D. U. 1912

Chesebrough—VI—CEH—540,981
Chesebrough Mfg. Co., New York, N. Y.
Ser. Nov. 13, 1947 D. U. 1870

Choelstra—VI—H—546,935
Lynn Robert Akers (Choelstra Co.), N. Orleans, La.
Ser. Jan. 14, 1948 D. U. Dec. 1, 1947

Clemente—IV—A—534,297
L.A. Soap Co., L.A., Calif.
Ser. Sept. 12, 1947 D. U. 1915

Colibri—VI—BCDEHK—520,283
Labs. de Productos de Belleza, Habana, Cuba
Ser. April 7, 1947 D. U. Nov. 15, 1945

Colibri—VI—BC—547,939
Rejane, Inc., New York, N. Y.
Ser. Jan. 24, 1948 D. U. Jan. 1947

Command Performance—VI—BCE—506,964
Helena Rubinstein, Inc., New York, N.Y.
Ser. Aug. 6, 1946 D. U. July 17, 1946

Countess Mara Copper—VI—B—532,-313
Countess Mara Inc., New York, N. Y.
Ser. Aug. 25, 1947 D. U. April 8, 1940

Creme Unique—VI—C—536,565
Unique Cosmetics, Inc., Binghamton, N Y.
Ser. Oct. 2, 1947 D. U. May 1, 1915

Cross Country—IV—AI—510,186
Mark Cross Comp., New York, N. Y.
Ser. Oct. 22, 1947 D. U. Jan., 1946

Danseuse Etoile—VI—B—549,909
Guy Degas, Paris, France
Ser. February 17, 1948

De Riaz (and des.)—VI—B—512,245
De Riaz, Neuilly sur Seine, France
Ser. Nov. 8, 1946 D. U. April 22, 1936

Debmetics—VI—CD—521,638
Dermetics, Inc., New York, N. Y.
Ser. May 1, 1947 D. U. May 31, 1946

Distinction—VI—B—540,458
Helena Rubinstein, Inc., New York, N. Y.
Ser. Nov. 7, 1947 D. U. Aug. 4, 1947

Dunrovin—VI—B—532,443
Dorothy Gibson Perfumes, Corp., New York, N. Y.
Ser. Aug. 26, 1947 D. U. July 22, 1947

Ebonette—VI—C—520,618
A. W. Curtis, Jr., dba A. W. Curtis Labs., Detroit, Mich.
Ser. Nov. 10, 1947 D. U. Sept. 10, 1946

Elmo Cleansing Cream—VI—C—537,-025
Elmo, Inc., Philadelphia, Pa.
Ser. Oct. 7, 1947 D. U. Dec. 1927
English Tub Soap—IV—A—535,469
Jas. J. Bradley & Co., New York, N. Y.
Ser. Sept. 24, 1947 D. U. May 1913
Estrolana (and des.)—VI—C—542,370
Frank Szypersky (H & S Co.), Stamford, Conn.
Ser. Nov. 25, 1947 D. U. July 7, 1947
Evershape—VI—C—522,622
Chebra, Inc , New York, N. Y.
Ser. July 5, 1947 D. U. Dec. 20, 1946
Evilya Liquipak (and des.)—VI—C—508,298
Maison Evilya, Brooklyn, N. Y.
Ser. Aug. 30, 1946 D. U. Jan. 1946
Faircrest—IV—A—536,366
The Fair, Chicago, Illinois
Ser. Oct. 1, 1947 D. U. Dec. 31, 1934
Final Touch—VI—CE—532,473
Clara McNutt, Toledo, Ohio
Ser. Aug. 26, 1947 D. U. March 1, 1947
Flint—IV—A—540,021
Armour & Co., Chicago, Illinois
Ser. Nov. 4, 1947 D. U. Jan. 1, 1908
Flor de Insidia—VI—BC—547,940
Rejane, Inc., New York, N. Y.
Ser. Jan. 24, 1948 D. U. Sept. 1947
Foolpruf—VI—E—530,707
Elizabeth Arden Sales Co., New York, N. Y.
Ser. Aug. 7, 1947 D. U. May 21, 1947
Forhan's—VI—K—550,373
Zonite Prods. Corp., N. Brunswick, N. J.
Ser. Feb. 21, 1948 D. U. Sept. 1, 1915
Forlane—VI—B—518,259
S. A. R. L. Forlane, Paris, France
Ser Feb. 27, 1947 D U. Nov. 11, 1938
Four Daisies—VI—M—544,691
Harry Baker dba Four Daisies, Lewistown, Maine
Ser. Dec 18, 1947 D. U. Oct. 27, 1947
Gold Medal—VI—ABCDEHK—490,655
Gold Medal Hair Prods., Brooklyn, N.Y.
Ser Oct. 29, 1945 D. U. Sept. 20, 1945
Green Palm—IV—A—533,425
J. R. Watkins Co., Winona, Minn.
Ser. Sept. 4, 1947 D. U. March, 25 1924
Guervin (and des.)—VI—B—505,911
Gregoire Ovsianico, Paris, France
Ser. July 19, 1946 D. U. April 1, 1946
Hand Sweet—VI—C—506,770
Gene Salee dba Gene Sales Cosmetics, Hollywood Calif.
Ser. Aug. 2, 1946 D. U. March, 28 1946
Happentumehair—1—VI—H—523,239
John Calicchio, Jersey City, N. J.
Ser. May 29, 1947 D. U. Oct. 15, 1911
Harf—VI—CEH—543,920
Harf, Inc., Hilltown, Pa.
Ser. Dec. 10, 1947 D. U. Sept. 15, 1939
Heiskell's—IV—A—535,536
Johnston, Holloway & Co., Inc., Phila., Pa.
Ser. Sept. 24, 1947 D. U. June 25, 1894
I DO(and des.)—VI—C—494,586
Andrew Wallace, Butler, Ky.
Ser. Jan. 10, 1946 D. U. March 25, 1945
Insol—VI—ST—512,640
Chemical Research Prods., Inc.
Ser. Nov. 15, 1946 D. U. Oct. 29, 1946
Jardy—IV—AI—541,877
New York Make-up Corp., New York, N. Y.
Ser. Nov. 20, 1947 D. U. March 15, 1941
Jusweetu—VI—B—532,445
Dorothy Gibson Perfumes, New York, N. Y.
Ser. Aug. 26, 1947 D. U. July 23, 1947
KKK (and des.)—VI—CFHKT
KKK Medicine Co., Keokuk, Iowa
Ser. July 25, 1947 D. U. 1900
Kayak—VI—BCDH—508,785
Cameron Dists., Mt. Vernon, N Y.
Ser. Sept. 10, 1946 D. U. March 1, 1946
Kilburn—VI—C—536,217
Assoc. Prods. Co., Inc., Wash., D. C.
Ser. Sept. 30, 1947 D. U. July 26, 1932
Kreml—VI—H—543,533
R. B. Semler, Inc., N. Canaan, Conn.
Ser. Dec. 5, 1947 D. U. 1911
"Ku-Rill"—VI—M—529,651
A. C. Hynd Corp., Tipp City, Ohio
Ser. July 26, 1947 D. U. 1922
Kutz-All—IV—A—550,993
Caddo Prods. Co., Bossier City, La.
Ser. March 2, 1948 D. U. Sept. 1, 1947
La Croisette—VI—BC—521,013
Henriette Louise Bonten, Neuilly S/ Seine, France
Ser. April 19, 1947 D. U. Oct. 13, 1927
Le Saucy—IV—AI—541,876
N. Y. Make-up Corp., New York, N. Y.
Ser. Nov. 20, 1947 D. U. April 1, 1941
Liquilan—VI—M—524,624
Robinson, Wagner Co., Inc., New York, N. Y.
Ser. June 21, 1947 D. U. April 1, 1947
Lubriderm—VI—M—535,436
Texas Phar. Co., San Antonio, Texas
Ser. Sept. 23, 1947 D. U. March 1, 1946
Luvli-Lash—VI—C—503,901
Gordon Gordon, Ltd., Chicago, Ill.
Ser. June 14, 1946 D. U. July 10, 1917
Magic (and des.)—VI—D—512,776
Chas. Harris, dba Magic Prods. Co., Baltimore, Md.
Ser. Nov. 18, 1946 D. U. Sept. 20, 1946
Magic (and des.)—VI—D—531,931
Morehouse Mfg. Co., Savannah, Ga.
Ser. Aug. 20, 1947 D. U. 1901
"Making Headway"—VI—GH—550,-505
Maurice Handman dba Maurella Prods. Co., New York, N. Y.
Ser. Feb. 25, 1948 D. U. Dec. 18, 1947
Mapril (and des.)—VI—H—541,434
Mapril, Inc., New York, N. Y.
Ser. Nov. 17, 1947 D. U. Aug. 13, 1946
Marietta Enikson—VI—ABCDEFGHK—503,015
S. A. R. L. Labs du Sanopol, Seine, Fr.
Ser. May 29, 1946 D. U. Oct. 18, 1945
Monastere—VI—B—520,401
Jean Pascal Lorriaux & Cie., Paris, Fr.
Ser. April 9, 1947 D. U. Jan. 30, 1946
My French Cousin—VI—ABCDHK—551,176
Wolff Freres, Inc., New York, N. Y.
Ser. March 4, 1948 D. U. March 3, 1948
Nadreau's—VI—H—534,652
Al Nadreau, Miami, Florida
Ser. Sept. 16, 1947 D. U. April 30, 1937
Oilatum—IV—A—550,631
Stiefel Medicinal Soap Co., Inc., Preston Hollow, N. Y.
Ser. Feb. 26, 1948 D. U. Dec. 6. 1947
Paos—IV—M—504,669
Geo. Furnholm dba Paos Labs., Minneapolis, Minn.
Ser. June 27, 1946 D. U. March 16, 1945
Parfums Chinon—VI—BCH—517,515
Parfums Chinon, SARL, Montrouge, Fr.
Ser. April 8, 1948 D. U.
Reg. 501,272 July 27, 1948
Peau Seche—IV—A—536,330
Wright & Lawrence Labs., Inc., Chi., Illinois
Ser. Sept. 30, 1947 D. U. May 28, 1935
Permanentes A Quatre Huiles (and des.)—VI—G—519,611
Gladys Vincent dba Bigue, S. F., Calif.
Ser. March 26, 1947 D. U. Feb. 28, 1947
Reg. 440,137 Aug. 10, 1948
Petal Mist—548,485—VI—C
Kay Daumit, Inc., Jersey City, N. J.
Ser. Jan. 31, 1948 D. U. Dec. 9, 1947
Red Cactus—VI—BC—532,991
Eliz. Arden Sales Corp., New York, N. Y.
Ser. Sept. 2, 1947 D. U. July 22, 1947
Red Gold—VI—BC—507,855
Richard Hudnut, New York, N. Y.
Ser. Aug. 22, 1946 D. U. July 2, 1941
Re-Nu—IV—A—540,965
Armour and Co., Chicago, Illinois
Ser. Nov. 13, 1947 D. U. Sept. 1928
Retselane—VI—M—547,274
Pearson Phar. Co., Inc., New York, N. Y.
Ser. Jan. 16, 1948 D. U. Nov. 14, 1947
Saxon—VI—ACFHIKT—534,369
Royal Phar. Corp., Brooklyn, N. Y.
Ser. Sept. 12, 1947 D. U. June 1914
Sea-Dew—VI—A—532,442
Dorothy Gibson Perfumes, New York, N. Y.
Ser. Aug. 26, 1947 D. U. July 23, 1947
Sensay—IV—A—538,373
Cook Coffee Company, Cleveland, Ohio
Ser. Oct. 20, 1947 D. U. Jan. 1934
Sepia Girl—VI—H—533,875
Fred D. Gardner, Chicago, Illinois
Ser. Sept. 9, 1947 D. U. Feb. 15, 1947
Sepia Lady—VI—BC—520,620
A. W. Curtis, Jr., Detroit, Mich.
Ser. Nov. 14, 1947 D. U. Sept. 10, 1946
Song of Songs—VI—ABCDHK—550,192
Wolff Freresi, Inc., New York, N. Y.
Ser. Feb. 19, 1948 D. U. Feb. 18, 1948
Starglynt—VI—GH—524,826
Alfred Smith, London, England
Ser. June 25, 1947 D. U. Aug. 20, 1945
Stiefels—IV—A—532,655
Stiefel Med. Soap Co., Preston Hollow, N. Y.
Ser. Aug. 27, 1947 D. U. 1847
Summer Moon—VI—BC—503,626
Avon Prods., Inc., New York, N. Y.
Ser. June 11, 1946 D. U. Feb. 20. 1946
Thrifty Miss Nifty—IV—M—541,954
North Prods. Corp., Chicago, Illinois
Ser. Nov. 21, 1947 D. U. Jan. 24, 1947
Toute La Provence—VI—BC—548,321
Benard & Honnorat dba Molinard, Grasse, France
Ser. Jan. 30, 1948
Trix—VI—E—549,145
Glidden Co., Reading, Pa.
Ser. Feb. 9, 1948 D. U. July 15, 1947
Ulysse—VI—B—528,652
Societe Calixte, Paris, France
Ser. July 15, 1947
Un Peu D'Elle—VI—B—501,041
Henri Bendel, Inc., New York, N. Y.
Ser. April 27, 1946 D. U. 1913
Vain—VI—B—531,941
Park & Tilford, New York, N. Y.
Ser. Aug. 20, 1947 D. U. July 10, 1947
Vigny—VI—BC—514,636
Vigny, Inc., New York, N. Y.
Ser. Sept. 23, 1947 D. U. Oct. 1921
Vive la Vie—VI—BC—528,147
Jeanne Piaubert, Paris, France
Ser. July 8, 1947

Act of 1946

The following Trade-Marks have now been re-published under the terms of the above (Lanham Act). No opposition can be filed against them but they are all subject to cancellation proceedings.

A'lure—VI—ABCDEHIK—250.030
Reg. Nov. 27, 1928 by Puritan Pharm. Co.
Republished by Puritan Drug Co., St. Louis, Mo.
D. U. March 31, 1927
Alva Jasmin—VI—B—229,950
Reg. July 12, 1927 by Arnold L. Van Ameringen
Repub. by Van Ameringen-Haebler, Inc., New York, N. Y.
D. U. July 7, 1925
Barco (and des.)—IV—A—197,307
Reg. April 14, 1925 to B. A. Railton Co., Chicago, Illinois
D. U. July 1922
Repub. by registrant

(To be continued)

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(*Artificial Oil of Cassia*)
N. F. and Chlorine Free
Benzaldehyde
(*Oil of Bitter Almonds*)
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Eastern Sales Office:
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Ophthalmic Ointments

(*Continued from page 320*)

Before the sulfonamide is incorporated in the bases, Elvin advises that the drug be reduced to a fine powder, sifted and made with a paste with an equal amount of boiling water. The use of nucrocrystalline forms should facilitate incorporation of the sulfonamides.

Of course, penicillin has found extensive use in the production of ophthalmic ointments. Such preparations have proved very effective in the treatment of infections of the conjunctiva, cornea and lid margins.[10,12,24,25] Carlisle[26] cites the fact that penicillin ointment, consisting of 250 units per gram of petrolatum, is a "very useful" agent in preventing secondary infections following chemical injuries to the eyes.

Unlike the sulfonamides, penicillin is not inactivated by pus and so can be used locally where the sulfa drugs fail.[27] Bellows,[3] a leading student of the ocular uses of penicillin, has pointed out that the antibiotic has many of the properties required for an effective local therapeutic agent. It is readily diffusible, effective in the presence of purulent secretions and autolytic products, only slightly toxic to leukocytes, and non-irritating to ocular tissues, even in high concentration. Indeed, it has been found,[28] that pure penicillin is well tolerated by the eye when applied locally in ointments containing up to 100,000 units per gram.

Realizing that the problem of local therapy with penicillin is one of providing a means for applying the drug so that an adequate concentration is maintained at the site of infection, Bellows[3] investigated several ointment bases. He found that the highest penicillin penetration through the cornea was obtained with a "vanishing" type stearate base and the lowest with a lubricating jelly. Unfortunately, the high yield with the vanishing type base was obtained only at the cost of corneal damage. From the standpoint of safety and efficiency, best results were obtained with simple ointment; next best with a water-in-oil emulsion. The simple ointment is composed of:

Wool fat	**5 per cent**
White wax	**5 per cent**
White petrolatum	**90 per cent**

The emulsion ointment, which yielded penicillin concentrations only slightly lower than those of simple ointment, is as follows:

Sodium lauryl sulfate	**1 per cent**
Stearyl alcohol	**10 per cent**
Cetyl alcohol	**3 per cent**
Spermaceti	**10 per cent**
Glycerine	**15 per cent**
Water	**61 per cent**

To 10 Gm. of each of these ointments is added 25,000 units of penicillin dissolved in 0.25 cc. of distilled water.

In their report on penicillin preparations, Keeper and his associates[29] presented the following description

of penicillin ointment and penicillin ointment, ophthalmic: "Penicillin ointment is calcium penicillin in an ointment base composed of wool fat, petrolatum or white petrolatum, or any mixture of two or all of these with or without liquid petrolatum, white wax, yellow wax, cottonseed oil or peanut oil, or any mixture of two or all of these." The potency is said to be not less than 250 units per gram.

Illustrative of a preparation that falls within this description is a penicillin ophthalmic ointment made from:[21]

Penicillin, calcium salt	**5,000 units**
Anhydrous wool fat	**2.5 Gm.**
Liquid petrolatum	**0.5 cc.**
White petrolatum, to make	**10.0 Gm.**

Also indicative is the penicillin ophthalmic ointment listed in The British Pharmacopoeial monograph[30] and since recommended by other workers:[31,32]

Penicillin, calcium salt	**100,000 units**
Yellow petrolatum	**90 Gm.**
Wool fat	**10 Gm.**

Of pertinent interest is the observation by Albaugh and Brady[33] that when penicillin is dispensed in a plain petrolatum base, its absorption is rapid since it quickly leaves the base to dissolve in the eye fluids for which it has a greater affinity. Noteworthy in this connection is a Council-accepted[34] ophthalmic ointment containing 1,000 units of calcium penicillin per gram in a base consisting of 80 per cent white petrolatum and 20 per cent liquid petrolatum.

Attempts have been made to utilize other antibiotics in the treatment of eye infections. Bloomfield,[35] for example, has successfully used a tyrothrycin ointment in the treatment of marginal ulcers of the cornea. He employed a 1:5,000 concentration of tyrothricin in a petrolatum-lanolin base. Leopold and Nichols[36] made experimental studies with streptomycin. They found that an ointment containing the antibiotic failed to penetrate readily through the normal cornea of the rabbit eye, but penetrated rapidly with a partially abraded cornea.

Other ophthalmic ointments containing antibacterial agents are used in the treatment of eye conditions. For example, ointments containing 5 to 15 per cent of ichthyol are used as antiseptics and stimulants in the therapy of blepharitis and dermatitis.[37] Perera[10] also notes that such ointments form excellent applications in obstinate cases of ulcerative blepharites. A salve made with 5 per cent ichthyol in a base of equal parts of white petrolatum and zinc oxide ointment acts very effectively in dermatitis of the lids

Anesthetic ophthalmic ointments of decided importance in many phases of ocular therapy. These ointments find employment where it is necessary to provide prolonged pain relief. Hence they are often used to alleviate pain caused by trauma, infection, removal of a foreign body, pathologic lesions, or surgical procedures. Noteworthy in this connection

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are the investigations made by Smelser and Ozanics.[38] They tested the effects of several commonly used anesthetics on the healing rate of experimental corneal burns. The drugs were applied as aqueous solutions and as ointments. From their data, these workers came to the conclusion that, in general, ointments are preferable to solutions.

A number of local anesthetics, both official and proprietary, are dispersed in suitable bases to make the anesthetic ointments. These include cocaine, butacaine (Butyn), dibucaine (Nupercaine), phenacaine (holocaine), tetracaine (amethocaine, pantocaine), and Metycaine. In his comparison of these drugs with respect to their value in ophthalmology, Elvin[39] expressed the opinion that butacaine is the most effective corneal anesthetic.

Of interest in this connection is the suggestion by Fantus[6] that a 1 per cent ointment of butacaine may be employed freely after burns of the conjunctiva and after other superficial disturbances liable to cause pain. He suggests that the ointment may be prepared by dissolving the anesthetic in an equal amount of water and incorporating the solution in a mixture of 20 per cent of wool fat and 80 per cent petrolatum.

Most of these ophthalmic ointments are prepared by adding the anesthetic agent to white petrolatum or to mixtures of wool fat and petrolatum. For instance, a tetracaine ophthalmic ointment can be made by adding 0.5 per cent of tetracaine base to white petrolatum.[21]

Sometimes an anesthetic is mixed with an antiseptic to provide a combined-action ophthalmic ointment. A number of such preparations are available. Illustrative is the use of an ointment containing 2 per cent of holocaine hydrochloride and nitromersol (Metaphen) 1:3,000. Such a preparation provides a nonirritating antiseptic ointment capable of producing local anesthesia of long duration when applied to mucous membranes and especially to the cornea. It is used after the removal of corneal foreign bodies, in corneal abrasions and in other painful ocular conditions.[16] Combinations of this sort are advocated[26] for use in the treatment of chemical burns of the eye.

On occasion, epinephrine is used with an anesthetic in ophthalmic ointments. Here it exerts a beneficial effect toward improving therapeutic action. For example, an ophthalmic ointment containing 2 per cent holocaine hydrochloride and epinephrine 1:1,000 is used after severe flash burns (actinic keratoconjunctivitis).[16] Such a preparation is valuable in flash burn cases where there is severe vasodilatation.[40]

Sometimes epinephrine is the sole therapeutic agent in an ephthalmic ointment. Thus, to relieve congestion in various superficial conjunctival conditions, to break adhesions and to reduce tension in cases of glaucoma, Weintraub[41] has suggested the use of 1.8 per cent and 0.9 ointments of epinephrine bitartrate. Respectively, these are as follows

	A	B
Epinephrine bitartrate (one ampoule)	**0.09**	**0.09**
Distilled water	**1.10**	**2.20**
Oxycholesterol-petrolatum ointment base	**1.54**	**3.17**

Mydriatic and cycloplegic drugs find many important uses in ocular medicine. A mydriatic is a drug which produces dilatation of the pupil, while a cycloplegic produces not only the dilatation but paralysis of accomodation as well.[20] Solutions of mydriatics are used in diagnostic work, but ointments are preferred in the treatment of acute inflammatory conditions of the iris or ciliary body, of flash burns, of penetrating injuries, and following certain operations, as for glaucoma. In such conditions, atropine is the drug of choice. When sustaining mydriatic or cycloplegic action is desired, a 1 per cent atropine sulfate opthalmic ointment is used.[21] Such an ointment can be made by incorporating the requisite amount of the drug in white petrolatum.[2]

Sheineson[1] has pointed out that an ointment made with *l*-hyoscyamine (the ocularly-active part of atropine) is preferred by many ophthalmologists. Dispersed in an absorption base, the hyoscyamine ointment is used not only in the conditions already mentioned, but is also suitable for some use in order to produce cycloplegia in young children for refractive examination purposes. An ointment is preferable to drops because it is less likely to run into the nose, be absorbed systematically, and cause flushing.

The fourth group of ophthalmic drugs, the miotics, cause contraction of the pupil. Physostigmine is probably the most important of the miotics. Ointments containing physostigmine salicylate or sulfate are used in the operating room to contract the pupil after certain surgical procedures, for use in acute phases of glaucoma, and in refractive work to counteract the previously used mydriatic-cycloplegic drugs.[1]

Physostigmine (Eserine) ophthalmic ointments are made in concentrations of 0.25 and 1 per cent. An example of the latter is given by Harrison[2] as follows:

Physostigmine (Eserine) . . . . . **0.3 Gm.**
White petrolatum . . . . . **30.0 Gm.**

Such an ointment is efficacious for reducing intraocular tension. It may be used in conjunction with an 0.5 per cent physostigmine salicylate solution in cases of glaucoma, corneal ulceration and other conditions where miosis is desired. The solution is used during the day and the ointment at night. If there is no objection to blurred vision, the ointment may also be used during the day.

Astringent ophthalmic ointments, generally containing zinc sulfate, are not as much used as formerly. The following ointment is said[2] to provide active astringency, but has questionable value as an antiseptic, though it is a specific against certain eye-infecting organisms:

if you . .

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Zinc sulfate	**0.15 Gm.**
Petrolatum, to make	**30.00 Gm.**

Another variation, as given by Bliss,[42] is as follows:

Zinc sulfate	**0.7 part**
Hydrous wool fat	**10.0 parts**
Petrolatum, to make	**100.0 parts**

Boric acid is frequently prescribed in the form of an ointment when a bland eye salve is wanted.[10] The U.S.P. boric acid ointment may be used as a protective avel emollient. It tends to prevent sticking and "gluing" of the lids, and is especially useful for overnight application.[2] According to Carlisle, the application of liberal quantities of boric acid ointment between the globe and the lid acts as a barrier and serves in the prevention of further adhesions in locating chemical eye injuries.

Worth citing in connection with chemical injuries is an alkaline ophthalmic ointment developed in Europe just before the war.[43] This consists of:

Sodium biborate	**1 part**
Sodium bicarbonate	**2 parts**
Wool fat	**10 parts**
Water	**10 parts**
White petrolatum	**80 parts**

This ointment is used if droplets of chemicals have entered the eye or for imflammation. It is applied to the inside and edges of the lids after the eyes have been bathed with a 2 to 3 per cent solution of sodium bicarbonate.

Though not primarily an ophthalmic preparation, the official zinc oxide ointment is frequently employed by oculists, especially for dermatitis of the lids.[9] Harrison[2] describes it as a nontoxic and nonirritant preparation with definite benefit as an emollient in irritations and eczematous conditions of the external surfaces of the lids, especially when due to allergic reactions from ocular medicaments. This authority also lists the following zinc and ichthammol ointment:

Zinc oxide	**20 Gm.**
Ichthammol	**10 Gm.**
Wool fat	**7 Gm.**
White petrolatum, to make	**100 Gm.**

Other types of ointments are occasionally used in ophthalmology. However, it is hardly necessary to discuss these more or less specialized preparations in this review.

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Facial Make-Up (Part II)

(Continued from page 317)

water in the system would serve as an effective diluent which would leave the film after its purpose (ease of application) is achieved. It should therefore be possible to obtain a film with the amount of coverage desired and with all the necessary water repellent properties.

Liquid make-up preparations, aside from the pigment suspensions in isopropyl myristate already discussed, have been used as long as there were cosmetics. They started as aqueous vehicles in which pigments and fillers were incorporated, perhaps with some glycerol, and were a primitive means of attempting to achieve a smooth flawless complexion. At their start these preparations suffered from their easy miscibility with water which caused the film to be ruined in a relatively short time after application. As later developments came in however emulsion systems were used as a means of incorporating water repelling agents. In at least one liquid leg make-up preparation casein soaps, which have a property of becoming insoluble after once dehydrated, were used with great effect as a means of keeping the film intact, but these types of agents were a bit too severe for facial use. However, there are several good preparations of this type on the market, which depend for their efficacy on a proper balance between hydrophilic and water repellent agents incorporated in the emulsion. The pigments are by design in the aqueous phase so that a more homogenized appearance may result in the producr itself and remain in suspension for a fairly good period of time. On application and subsequent drying of the film, the pigments were gradually wetted by the oils until finally they became fairly water repellent.

Such products may be made by first preparing the water-in-oil emulsion and then treating the pigments

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and fillers with wetting agents to assure their wettability with water and then incorporated into the emulsion system already formed.

These preparations, however, have never enjoyed a great popularity, though some of them are good preparations in all sense of the word. Whether this is due to a reluctance on the part of a woman to use a preparation from a bottle as opposed to a jar or a compact, or whether the preparations suffer from bad experiences suffered by women who used the more primitive preparations in the past is difficult to determine. Certainly her partiality at the present time seems to be towards make-up in compacts or in stick form.

Preparations of the type described are all the more easily prepared with the advent of the synthetic wetting agents and emulsifiers. It is now possible to form an emulsion with a soap emulsifier for example and to then use wetting agents independently of it and which do not effect the emulsion in the same system. Work in the synthetic detergent and emulsifier field has only begun and as it continues there will be products available which will make a dynamic field all the more dynamic.

FTC Attacks "Safe" in Cosmetics

(Continued from page 307)

local redness or dermatitis, ... I still think . . . it is a *safe* thing to do."

This eminent dermatologist, called by the Commission, sees 75 to 100 patients per day. He has been practicing for many years, but he has never seen a case of dermatitis from a depilatory. He states in his testimony that he thinks the product is safe to use. Yet the five commissioners of the Federal Trade Commission arrive at a decision contrary to the opinion of the Commission's own expert witness.

There are some who think that they see in this case the fine work of Dr. James J. Durrett, medical advisor of the Commission. Dr. Durrett is apparently still at work restricting the products of this industry in every possible way. Why the Commission itself would arrive at a decision of this sort even on the recommendation of Dr. Durrett, is clearly beyond the comprehension of anyone studying the testimony.

This is just another instance which proves that the Commission must be checked in some manner or other. Certainly there is no reason why cosmetics should be singled out and condemned by the Commission to the extent that the public gets the impression that they are not safe to use. There seems to be no doubt but that this case will be followed by others until we have reached the point at which no cosmetic product can be advertised as safe.

It is clearly up to this industry to fight the Commission every step of the way in this latest of the Commission's activities. All such decisions must be appealed through the courts with the hope that reversals of the Commission's orders will occur often enough to

impress the Commission with the fact that it is on the wrong road. Also the entire industry must fight to have Congress enact legislation to amend the powers of the Federal Trade Commission so that the Commission will not occupy its present status of prosecutor, judge, and jury. The Commission should be forced to try its cases in the Federal courts just the same as the Food and Drug Administration or any other enforcement agency. Either that, or the control of the advertising of the products of this industry should, by Congressional action, be taken away from the Federal Trade Commission and placed under the jurisdiction of the Food and Drug Administration where it has always belonged.

Hydrophilic Lanolin Derivatives

(Continued from page 312)

Ceresin Wax	15%
Mineral Oil	45%
Petrolatum	20%
Lanolin	10%

Preparation. Warm sufficiently to melt all ingredients and mix.

Formula No. 9
W/O Cold Cream (Emollient Type)

A	**Petrolatum**	35.0%
	Mineral Oil 65/75	15.0%
	Parafine Wax	5.0%
	Ceresin Wax	5.0%
	Lanolin	1.0%
	Arlacel 83 (Sorbitan Sesquioleate)	2.0%
	G-1425 (polyoxyalkylene Sorbitol-Lanolin)	4.0%
B	**Water**	30.8%
	Arlex (Commercial Sorbitol Solution)	2.0%
	Magnesium Sulfate	0.2%
	Preservative	q.s.
C	**Perfume**	q.s.

Preparation. Warm the oil phase (A) and water phase (B) separately to 70°-75°C. Add the water phase (B) gradually to the oil phase (A) while stirring. Add perfume at 55° to 60°C. Homogenize at 55° to 60°C., filling directly into jar,

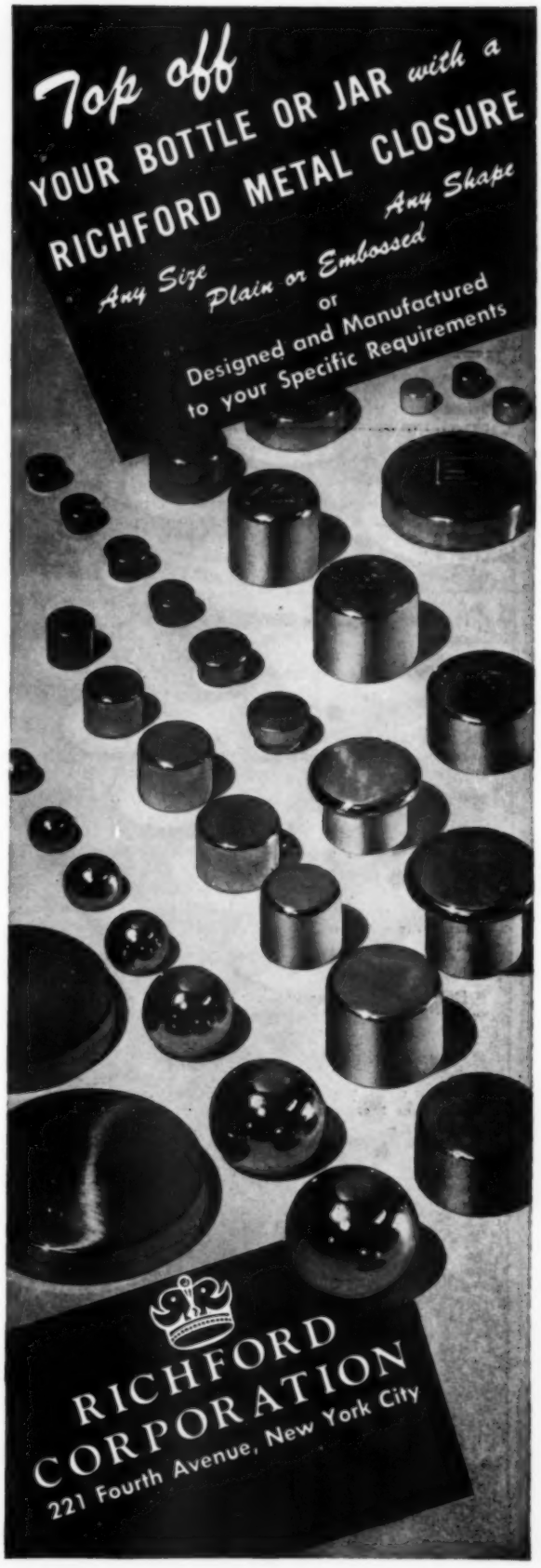
Beyond the scope of regular emulsification in cosmetic formulations is the solubilization of essential oils. This type of clear, non-alcoholic preparation has been in use in recent years with increasing popularity (h) (i). It is possible to use hydrophilic lanolin derivatives in conjunction with the usual solubilizers or alone.

Formula No. 10
O/W Clear Hair Dressing

G-1441 (polyoxyalkylene Sorbitol-lanolin)	15%
Water	85%
Preservative	q.s.
Perfume	q.s.

Formula No 11
O/W Clear Hair Dressing

G-1451 (polyoxyalkylene Sorbitol-lanolin)	10%



KOMMON SCENTS!

Vacation time is officially over. Millions of Americans are now back at work, trying to get a little rest and recreation.

•

Somehow, that place in the country doesn't seem so peaceful when it attracts the same relatives you sought to escape in the city.

•

There are advantages, of course, in meeting the filial enemy in a natural setting. You can view the overhanging tress and relatives together for the first heartfelt understanding of Darwin.

•

It causes you to wonder whether his "Origin of the Species" was dictated without emotional considerations. Somewhere there must've been a relative who made Darwin want to prove his point.

•

One shouldn't be too tough on relatives. It's unjust to regard them as chronic guzzlers. Most of them just eat themselves to death.

•

We know. One of them is now concluding a 14-day week-end at our place.

•

She isn't exactly ravenous. But did you ever see a steak knife with teeth marks on it? The sharp edge, too!

•

But hope springs eternal. We plan to spend next winter setting up bear traps against next summer's invaders.

•

If that doesn't work, we'll drive them insane, legally. We'll make them compare Cosmetic Industry advertising boasts with Cosmetic Industry business conditions.

George Fiedler

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Tween 20 (Polyoxyethylene Sorbitan Monolaurate)	3%
Water	87%
Preservative	q.s.
Perfume	q.s.

Preparation. Heat G-1441 to 70°C. Add water and preservative at 72°C. to the G-1441. Perfume at 50°C. Stir until cool.

When the inclusion of some alcohol is desirable, the choice of products soluble in dilute alcohol is recommended. Thus, for such a formula, the following is recommended.

Formula No. 12

Alcoholic Hair Dressing

G-1447 (Polyoxyalkylene Sorbitol-lanolin)	10%
Alcohol (25%)	90%
Preservative	q.s.
Perfume	q.s.

Summary

Lanolin derivatives that are water dispersible or even water "soluble" may be prepared by reaction of lanolin with polyoxyethylene sorbitol.

The products are useful as O/W emulsifiers, and as assistant emulsifiers in W/O emulsions. They may also be used as low-efficiency solubilizers for essential oils.

Though it is not strictly measurable, the emmolience of the derivatives appears to be similar to that of lanolin.

Table 1

Solubilities of Hydrophilic Lanolin Derivatives

Product Code Number	*Solubility*		
	Water 25%	*Alcohol*	*Mineral Oil*
Lanolin	I	I	SS
G-1405	D	D	SS
G-1401	D	D	SS
G-1425	D	D	I
G-1421	D	D	I
G-1431	D	D	I
G-1447	S(H)	S	I
G-1441	S	SS	I
G-1451	S	SS	I
G-1475	S	SS	I
G-1471	S	SS	I

Table 2

Interfacial Tensions

Lanolin Alcoholysis Products

Product Code Number	*5%*	*1%*	*0.1%*	*0.01%*
G-1401	3.5	4.5	7.5	15
G-1421	8.0	10.0	13.0	18.0
G-1431	10.5	11.5	14.0	18.5
G-1441	12.0	12.5	15.0	19.0

G-1451	14.0	15.0	17.5	20.0
G-1471	13	13	15	19

Spreading Coefficients
Lanolin Alcoholysis Products

Product Code Number	*5%*	*1%*	*0.1%*	*0.01%*
G-1401	-2.5	-3.5	-7.5	-19.5
G-1421	-14.0	-17.0	-22	-32.0
G-1431	-20.5	-22.5	-27.5	-37.5
G-1441	-23.5	-25.0	-30.0	-39.0
G-1451	-28.0	-30.0	-34.5	-41.5
G-1471	-22.5	-23.5	-28	-37

The Art of Coating Tablets

(Continued from page 310)

depends the size, shape and regularity of the tablet. However, if considerable care and observation are exercised by the beginner, the process should be quickly mastered. There are, of course, certain fundamental rules which have to be followed and for which the instructions are given below.

It is suggested that the beginner coat a few experimental batches using a cheap, blank tablet before attempting to coat any expensive medicinal substances. A good tablet for this purpose is a five grain tablet composed of half sugar and half starch. It is suggested that fifty or seventy-five thousand such tablets be run off and these divided into batches of 25,000 and coated in a 24 or 36 inch pan.

To be successfully coated, a tablet must be well rounded out so that the corners are well covered. To do such rounding out with just a syrup solution would require a tremendous number of coats. The subcoating process, however, takes care of quickly building up the tablet with a series of heavy gelatin-syrup coats aided by a dusting powder. This is similar to the old, original, extemporaneous coating but on a larger, more efficient scale. The smoothing out, however, must be accomplished with a thinner syrup in another procedure. For a subcoating solution and dusting powders the following formulae are recommended:

Sub-Coating Syrup

Granular Gelatin	**7½ lbs.**
Granular Gelatin	**18¾ lbs.**
Granulated Sugar	**100 lbs.**
Water	**12 gallon**

Add the gelatin to 6 gallons of cold water and allow to soak overnight. Dissolve the gum acacia in 6 gallons of hot water. Add the sugar to the gelatin solution and complete solution by the aid of heat. Then stir in the acacia solution continuing the heat until all ingredients are completely dissolved. Strain the hot solution through muslin to remove any foreign matter. This solution will keep well in a cool place but as it congeals on cooling it must be kept quite

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warm during the period of use, 150°F. being a satisfactory and safe temperature. This syrup is quite heavy as it is intended for a rapid building up of the subcoating.

Subcoating Dusting Powder—White

Powdered Precipitated Calcium Carbonate	**35 lbs.**
Powdered Kaolin	**16 lbs.**
Powdered Talcum	**25 lbs.**
Powdered Sugar	**20 lbs.**
Powdered Acacia	**4 lbs.**

Screen and mix the acacia and sugar together, then screen and mix in remainder of materials. Mix thoroughly. This mixture should be stored in clean well-sealed containers and kept from heat. This powder is used in subcoating both white and colored tablets. In subcoating chocolate coated tablets the applications of this powder may be replaced by the chocolate dusting powder described below.

Brown Subcoating Dusting Powder—(Chocolate)

Powdered Sugar	**17½ lbs.**
Powdered Acacia	**3½ lbs.**
Powdered Terra Alba	**14 lbs.**
Powdered Calcium Carbonate	**30½ lbs.**
Talc	**22½ lbs.**
Cocoa (defatted)	**11¼ lbs.**
Powdered Charcoal	**¾ lbs.**

Screen and mix the acacia, charcoal and cocoa. Screen and mix all the other powders and then add the aforementioned materials. Again screen and mix the whole batch through 100 mesh and store in clean, airtight containers.

As an illustration and to explain the subcoating process more clearly, let us assume that 25,000 five-grain blank tablets are to be coated white, the most simple color to coat. It is further assumed that the tablets have been prepared as outlined in the preceding chapter. They are in a *clean* coating pan of 24" in diameter and are warm. The gelatin solution has been heated to approximately 150°F. It is conveniently located as is the white dusting powder. The tablets are rotated in the pan. Approximately 250 cc. of the warm subcoating syrup is drawn off and slowly poured over the rolling tablets. The tablets are then well stirred by hand so as to assure an even distribution of the syrup. The operator should observe whether or not the amount of syrup used is ample or too much and subsequent applications made accordingly. Enough syrup should be added to well cover all surfaces, especially the corners of the tablets. A surplus shows up on the sides of the pan and is not only wasted, but quickly creates a rough finish on the coating pan.

After properly applying the subcoating syrup and stirring well by hand the tablets are rotated until they are tacky and begin to roll freely. About a pint measureful of the white dusting powder is then applied,

being slowly broadcasted by hand over the revolving tablets until the surfaces and the edges are uniformly covered. There should be no wet tablets showing when application of the dusting powder is discontinued. The tablets should be stirred by hand a few minutes thereafter. Adding an excess of powder should be avoided as it produces a tablet roughness and accumulates in the back of the pan. In such instances, when an excess of powder collects in the back of the pan, the pan must be stopped, the tablets removed and screened, and the excess powder removed from the pan. Here, too, it is well to observe the approximate amount of powder necessary to dust the tablets during the first coat or two so that subsequent applications may be measured out.

The tablets are then allowed to roll for about five minutes. Then, and not before, the warm air is turned on. If turned on too soon the air might blow some of the powder out of the pan and otherwise make rough tablets. The suggested temperature of the air is approximately 120–130°F. The warm air should be blown over the moving tablets until they are perfectly dry. This usually takes about 15 minutes.

There are two common tests for checking the dryness of the tablets while subcoating. The first is to scrape the coating with a knife or spatula. If the coating easily comes off it is of course not dry.

The second is for the operator to place his hand into the tablets while they are rolling. If a fine coat of dust adheres to the back of the hand it is a good indication that the tablets are dry. One should be certain that the hand is dry when using this test and that there is no excess dust in the pan.

One must *not* continue subcoats if previous coats or the tablets themselves are not dry. If coating is allowed to continue in such an instance, the finished coat is apt to crack and discoloration may take place. It may be well for the beginner to dissect a tablet occasionally to affirm a dry condition. If a damp center or inner coat is found it would be well to dry the tablets in an atmospheric or vacuum oven over night or until the tablets have completely dried.

When the first subcoat is dry, the warm air is shut off and another application of gelatin syrup and dusting powder is applied as before. The tablets are subsequently dried as described for the first coat. This routine is continued with similar solution and powder applications until the corners are well covered and the tablets well rounded and in proper proportion. If the subcoating has been carried out correctly the tablets should be fairly smooth. From four to ten or more subcoats are usually necessary depending upon the thickness of the edge of the tablet.

During the first coat or two some tablets may cling to each other in pairs or groups. They usually are found in the front of the pan. These, and incidentally any broken tablets, should be removed. The clustered tablets should not be pulled apart and returned to the pan.

As an illustration we are assuming that we are

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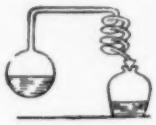

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subcoating a batch of tablets to be coated white. However, were we preparing tablets to be given a color in a later procedure, the process would be identical. There is one exception and that being a chocolate coating. In this case the applications of dusting powder would be with the chocolate dusting powder rather than the white. The chocolate dusting powder formula is listed in the beginning of this chapter. While it is not necessary to use this powder rather than the white dusting powder, it does cut down the number of color coats necessary to coat the tablet brown and it does permit the labeling, "Chocolate Coated Tablets." In instances where brown color only is used the tablets correctly of course must be labeled "Chocolate Colored Tablets."

Continuing then with our original illustration and summary of the procedure, we find that we have 25,000 tablets well rounded and with corners satisfactorily covered. The tablets have practically doubled in size and are white in appearance. They are slightly rough and must be made smooth before applying the finishing coats. By this time the pan is encrusted with dried subcoating syrup. The tablets must therefore be removed from the pan. The coating pan must then be washed out with hot water and completely dried before replacing the tablets and making ready for the following procedure.

(To be continued)

The Menthol Market

(Continued from page 315)

hand in Brazil at the end of 1947 were estimated at about 350,000 lbs. Until quite recently, Brazil has been the lowest price seller due to the shortage of Oriental material. However, the Oriental nations have very recently been offering menthol at lower prices than Brazil indicating that supplies are more freely available in these countries. Due to the fact that the average consumer who has used menthol over the years, generally associates menthol with Japan and China, Oriental menthol is easy to move in competition with Brazilian material, especially when offered at a lower price.

These offerings from the Orient must reflect increased production there, as well as an attempt on the part of the Japanese and the Chinese to regain the markets lost to the Brazilian producers. How far such competition will go is, of course, unknown. It appears that the producers in the various producing centers are sticking very closely together. Especially is the Brazilian industry acting as a unit at this time. Also, anyone who knows anything about the Japanese industry over the years, must realize that producers there quite generally offer a united front as far as quotations on menthol are concerned. Therefore, any competition that might develop will be orderly and not wildly uncontrollable. Individual producers in the various producing centers will not be able to offer menthol at any price in competition with other pro-

ducers in the same country. This means that competition will be strictly between the various countries, with a strict eye on the cost of production as well as on the future.

While the extent of the Brazilian industry has varied widely over the few years it has been in existence, for several years it supplied the entire demand for this country and for other countries cut off from the Orient. It is true that there were goodly stocks of menthol in this country when the war with Japan broke out, and, therefore, for a time, Brazil only had to supply a part of the actual consumption in this country. Some large users of menthol in this country always keep on hand a two or three year supply of menthol to guard against sudden shortages likely to occur for one reason or another. Then again, these large manufacturers carry very large inventories of menthol so that they are not forced to buy when the market is against them. Since they do not have to worry about immediate supplies for consumption, they can buy when the market is favorable, and in this way, they can keep their menthol costs down to a minimum.

For the eleven months of 1941 prior to our entry into the war, menthol imports from the Orient were very heavy indicating that the condition of blockade which later arrived was anticipated in many directions. Under these circumstances it is difficult to tell just how far the Brazilian menthol industry went in producing menthol to meet our consuming needs. However, the variations in menthol production seem to indicate that this one country is quite capable of producing sufficient menthol to meet our total requirements even though these requirements are apparently greater today than they ever were before.

Import figures show that Brazil alone shipped to this country 792,627 lbs. of menthol in 1945. Menthol imports from Brazil in 1944 totaled 528,935 lbs., and in 1946, 574,914 lbs. During 1945 no imports are recorded from Japan or China. Import figures show imports in 1944 of 1,590 lbs. from China, and 146 lbs. from Japan, while figures for 1946 show 42,060 lbs. of Chinese menthol received, together with 26,460 lbs. of Japanese material. One may wonder that import figures are given for menthol from the Orient during 1944 and other war years. However, these figures may represent material taken from bonded warehouses in this country during that time, or they may represent Japanese or Chinese menthol sent to us from some other country to which the menthol was exported from Japan or China prior to its shipment to the United States.

Since Japan alone, and later Japan and China have for many years been able to satisfy the demand for natural menthol in this country and in other countries of the world, and since Brazil alone has been able to satisfy these requirements in recent years, it would certainly appear that a large surplus menthol producing capacity exists in the world today. In addition to this there is the production of synthetic menthol. Also the price levels of menthol today are far above the

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levels which were considered normal prior to the recent war. Against current price levels hovering around nine dollars a pound, we must consider price levels of between three and four dollars a pound which were quoted for long periods of time in prewar years. It is true that costs for all things are generally higher throughout the world today, but competition still has not changed, and the results of competition are no different today than they were at any other time.

Therefore it would appear that in the long run the various producing centers of the world should battle for the lion's share of the world market. It is also likely that prices might go low enough to drive many producers from the industry with the result that production and consumption will again be fairly well balanced.

Sachets as Deodorants

(*Continued from page 311*)

As one can see, the ingredients which constitute the base of a sachet are most inexpensive, the perfume oils used must be considered where the problem of cost is an important factor. There is no reason why a good, acceptable and low-costing sachet could not be made for the use of industries mentioned above. There is no reason why a broad field should not exist for this type of product. It is one that should find a place in every household. We have learned to care for unpleasant body odors by using deodorants, it is time that we use and become educated to use sachets as a precaution against clothing odors.

Gustavus A. Pfeiffer

(*Continued from page 321*)

vus enthusiastically undertook the direction and expansion of this company. Upon the death of Henry Pfeiffer, who had been president of William R. Warner & Company, Gustavus became the president of both companies although an especially soft spot was reserved in his heart for the Hudnut concern. "G. A." as he is often called, has been its champion, its guiding hand and its mentor during its formative years. He had injected his own policies into its growth.

The other phase of the combined companies which received his full personal attention was the development of the foreign division of the Warner-Hudnut business. He established fourteen manufacturing branches in foreign countries, as well as agencies all over the world.

The fourteen manufacturing branches reflect G. A.'s own trade policy, aptly expressed in an adage of his own composition: "Make money through, not out of, the country in which you are doing business." In other words, his policy has been to create work by manufacturing in the countries in which the goods are sold. Each branch draws only upon the resources of the parent industry, here, for research and promotional ideas.

Meanwhile, industrialist though he was, the poet in Gustavus had become manifest. He had composed a great number of adages, and had collected those of others, that expressed his philosophy in his dealings, both social and economic. One of his own which is best known to his associates is this: "LIFE'S FUNCTION . . . to discover, develop and constructively use the qualities and talents with which Nature has endowed us. "LIFE'S HIGHWAY . . . Faith: ever believing that however dark the present, the future holds a measure of contentment and peace for us; and, that in the end, right will triumph over might.

"LIFE'S HOPE . . . Happiness: harmonious adjustment to our environment.

"LIFE'S ACHIEVEMENT . . . Progress: movement toward perfection.

"LIFE'S LEGACY . . . To leave a better world than we found."

Then a short, pithy little axiom, one of G. A.'s favorites, and "how true, how true," he whimsically points out, as he declares:

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In 1928 an unusual set of chessmen was presented to Gustavus by his nephew, Charles Leonard Pfeiffer. This was the beginning of the most valuable collection of chessmen in the world today. From then on exciting sets of jewelled silver, carved ivory, jade, mother-of-pearl, amber, coral, carved wood and ceramics, have been added to number about three hundred in all. In his handsomely appointed offices there are on display more than twenty such sets, which "G. A." proudly describes as "good, but not my best." Other sets are there under lock and key; fabulous sets, in velvet-lined leather caskets. Still more are treasured at his home on Park Avenue, in New York City, and at his Connecticut summer estate.

A "fair" player of chess himself, G. A. is a master player of croquet. He modestly observes that he doesn't ALWAYS win!

For his charities and activities in the numerous cultural societies to which he belongs, Gustavus Pfeiffer possesses a host of tributes and testimonials, neatly filed away in his library. When the Honorary Degree of Doctor of Humanities was conferred upon him by the trustees of Westmar College, he was cited as "an altruist as well as an industrialist" and "one who is making the world a better place in which to live, because he has lived so graciously in it."

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FOR SALE: 4—Dry Powder Mixers 600 lb., 1200 lb., 2000 lb., 9—World or Ermold Semi-automatic Labeling Machines; 2—World Rotary Automatic Labelers, motor driven, late serial number; 1—Stokes 79-80 Filler, Closer Clipper, motor driven; 60—Stainless Steel, Aluminum, Copper, Glass lined, jacketed Kettles, some agitated; 2—Stokes "R" single punch Tablet Machines, 2½" dia., 7—Stokes, "F", ¾"; 1—Karl Kiefer Rotary 8 spout Vacuum Filler; 14—Copper percolators, 20" to 36" dia.; 1—No. 2 DH Micro-Pulverizer, 4—No. 1 SH; 66—Tanks: 26 Stainless Steel, 250, 350 gal.; 40 Aluminum 800, 650 and 250 gal. Send for latest copy of Consolidated News listing complete stock. We buy your Surplus Equipment. Consolidated Products Co., Inc., 20-21 Park Row, New York 7, N. Y.

FOR SALE: 1-Day Jumbo Stainless Steel Mixer 1669 gals.; 2-Ro-Ball Sifters, stainless steel, 40" x 120", single deck; 2-Rotex Sifters 20" x 81", 40" x 74" triple and quadruple deck; 14-Powder Mixers 400 lbs. to 4000 lbs.; 2-Stokes & Smith G1 Powder Fillers; 2-Pfaudler 75, 150 gal. glass-lined, jacketed Mixing Tanks; 1-Samco 7 spout Vacuum Filler; 1-No. 1 ShMikro Pulverizer; 1-Knapp No. 429 Top and Bottom Carton Sealer; 20-Stainless Steel Tanks and Kettles, 20 to 500 gals.; 8-Burt, World, National Can and Bottle Labelers; Filters; Pumps, etc. Send for "News Flash." Brill Equipment Company, 225 West 34th Street, New York 1, N. Y.

FOR SALE: 18 Stainless Steel Jacketed Kettles 30 gal. to 500 gal.; 44 Stainless Steel open top Tanks 30 gal. to 500 gal.; 12 Glass Lined Tanks 100 gal. to 1000 gal.; 1 Stainless H.D. horizontal spiral jacketed mixer 1000 lb.; 3 Mikro Pulverizers; 2 Colloid Mills 6" Stainless; 3 Sharples No. 16P Pressurtite Stainless Centrifuges; 3 DeLaval Stainless Centrifuges for Penicillin. Automatic and semi-automatic fillers, cappers and labelers. Also filters, bottle cleaners, tablet presses, grinders, Perry Equipment Corp., 1523 W. Thompson St., Philadelphia 21, Pa., Phone: STevenson 4-1515.

FOR SALE: Standard Automatic "Samco Jr." Vac. Bottle Filler; Lehman 3 roll W. C. Steel Mills, 9" x 32" & 16" x 40"; 12" x 36" Vertical 4 roll Steel W. C. Mill; Buffalo Vac. Drum Dryer 24" x 20"; Abbe Blutergess Sifters; Day Rotex Sifters; Abbe Pebble Mill 24" x 36", 30 gals.; Stokes Vert. High Vac. Pumps; Manton-Gaulin Stainless Steel Homogenizers; Devine & Buffalo Vac. Shelf Dryers; Knapp Labeler; Stokes & Smith & Day Powder Fillers; Day & Robinson Dry Mixers 50 to 2500 lbs.; Triangle Box Sealers & Carton Gluers, also Wrapping Machines; Colton Tube & Jar Filler; Edson 6 & 8 spout siphon bottle Fillers; Stokes & Colton Tablet Machines ¼" to 1-3/16"; Sharples No. 5A & No. 6 Stainless Steel Centrifuges; Tolhurst 25" x 40" Centrifugals; Sperry & Shriver Filert Presses 12" to 42"; New Stainless Steel Tanks 50 to 5000 gals.; Stainless Steel, Glass Lined, Alum., & Copper Jack. Kettles 30 to 500 gals.; New Portable Elec. Mixers, ¼ to 2HP; Pumps; Horiz. Paste Mixers; Filters; Grinders; Crushers & Pulverizers; Stills; Soap Machinery; etc. We buy your surplus equipment. Stein Equipment Co., 90 West Street, New York 6, N. Y.

Machinery Wanted

HIGHEST PRICES PAID FOR GOOD EQUIPMENT. FIRST MACHINERY CORPORATION, 157 Hudson St., New York 13, N. Y.

GET MORE FOR YOUR SURPLUS EQUIPMENT: List it with our bureau and sell directly to the next user. 50,000 manufacturers get our offerings regularly. They need such units as Fillers, Mixers, Labelers, Tablet Machines, Pharmaceutical Equipment, or what have you to sell. For quicker action and better price, send full details and your price to Equipment Finders Bureau, 6 Hubert St. New York 13, N. Y.

WANTED: Chocolate Coating Refiners. A Bausman single disk and a three or five Roller Refiner wanted for use in chocolate coating production. S-9, DRUG & COSMETIC INDUSTRY.

WANTED: Good used high or low pressure boilers, any size or type. Also used smoke stacks, pumps, motors, pipe, valves and fittings. Give complete information, prices and location in first letter. Otto Biefeld Co., Watertown, Wisc.

Help Wanted

SALESMAN WANTED for small Leather Goods side line; Nat. Known Mfgrs. of the best selling dollar line in the whole U. S. A. High Commission. Biggest season ahead, start now, have the success of our other 45 salesmen: Wtire references first letter. Regent, 799 Broadway, New York 3, N. Y.

MANUFACTURERS of stainless steel, pure nickel and monel faucets and fittings for 30 years wants experienced sales representative familiar with products and acquainted with sales outlets including Chemical Houses and Distillers. Also brass, brass nickel plated and brass chromium plated line of metal products for Hotels, Restaurants, Cafeterias, Soda Fountains, Food Service and Beer Dispensing Equipment and Institutional jobbing trade. Exclusive territory protected. Box S-3, DRUG & COSMETIC INDUSTRY.

Situations Wanted

PHARM. CHEMIST & BIOLOGIST., Production and Development Executive. 14 yrs. experience in key positions involving pharmaceutical plant management, organization, production scheduling, formulation, research development and control; manufacturing and packaging operations. Detailing experience and am sales conscious. Want responsible position with progressive firm. Box S-5, DRUG & COSMETIC INDUSTRY.

28, B.S. DEGREE, one year's experience, Medical detail man, wishes position West Coast preferably Oregon, available January 15, 1949, Box S-1, DRUG & COSMETIC INDUSTRY.

CREATIVE PERFUMER AND COMPOUNDER with 10 years experience abroad and 9 years experience in United States wishes a position with an established company. Will go any part of U. S. Box S-2, DRUG & COSMETIC INDUSTRY.

Business Opportunities

ALL NEW SOAPLESS SHAMPOO with outstanding hair conditioning action available in bulk to manufacturers or distributors. Distinctiveness, high quality and low cost assure steady high profits. Investigate. Box S-4, DRUG & COSMETIC INDUSTRY.

LANOLIN CREAM GROOM for the hair, pure white, finely perfumed emulsified liquid cream, 3 oz. fancy lotion bottles, your label, 12 cents bottle. J. O. Thompson, 1566 East 18th St., Cleveland 14, Ohio.

INTERESTED IN BUYING small active cosmetic and perfume busines. $5000 cash, balance small mortgage, must stand investigation. Box S-6, DRUG & COSMETIC INDUSTRY.

ONE MILLION 20 mm. black coated blackplate CT caps, pulp and Koroseal liner. $1.00 per thousand, or make offer. Samples on request. Box 322, Mystic, Conn.

PROGRESSIVE ENERGETIC U.K. specialist manufacturers of synthetics for Perfumery and FLAVORS seek additional manufacture. Would consider manufacture of American Specialties. Aromatics, Compounds and Flavors under license from, or arrangement with, an American Company, for the British and European markets. Company has able technical staff; large, well-equipped premises, and sound financial position. Theodore St. Just & Co., Ltd., Whitefield, Manchester, England.

EXCELLENT OPPORTUNITY for eastern chemist desiring to locate in sunny California. One of southern California's leading laboratories for sale. Owner must retire at once due to heart condition. Price $75,000.00. A real buy as laboratory equipment alone is worth more than sale price. Write Box S-7 for details, DRUG & COSMETIC INDUSTRY.

FRANCHISE and possible financial interest are offered to well introduced individual or group for the reintroduction on the American Market of imported line of perfumes which had substantial sales before the war. Box S-8, DRUG & COSMETIC INDUSTRY.